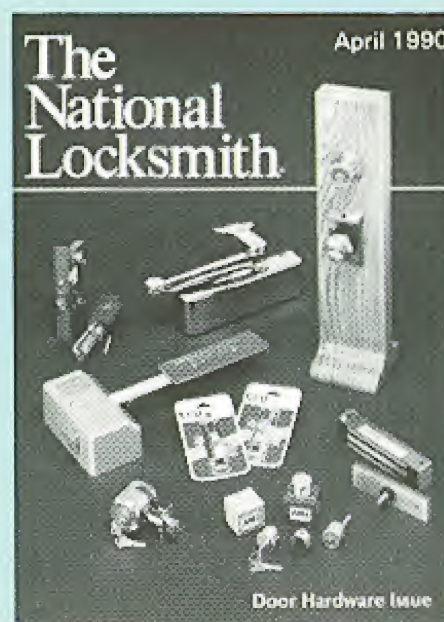


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you wish to read*



On The Cover

Products and companies featured on our 1990 Door Hardware Issue are (clockwise from top left): Security Door Controls' Hi Tower; the 4110 Series Door Closer from LCN Closers; Schlage Lock's Key 'N Keyless Lock; the Model 32 "Mini-Mag" from Securitron; a variety of cylinders from AWI/Vingcard; LoriBolt from Lori Lock; Alarm Lock Systems' Model 265 Panic Device; (Center) Secure U.S.A.'s Viro/tru Security Locking Bolt. Photo by Thomas F. Voegeli (Bakstad Photographics).

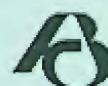
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Commentary

My View On The World

I want to begin this Commentary by declaring that I am not going to say anything here about locksmiths or the locksmith industry. Isn't that refreshing? You won't have to worry about my boring comments on small events occurring in our market. Instead, this month I want to bore you with my comment on the world at large.

This is an amazing time to be alive! During the course of my 32 years on this earth, we have done some wonderful things. The U.S. sent a man to the moon. The Civil Rights Movement achieved equal rights for all Americans. Lap top computers are more powerful than earlier models which were bigger than Volkswagens.

Of course, many terrible events have taken place as well. Agriculture has become an advanced science. Yet every day that you and I wake up to make coffee, another child dies from hunger. Surely we will always have to contend with tragedy. But we also will rejoice when progress brings beneficial changes to the world.

As I grew up, the civilized world had one main enemy. Russia! It was a dirty word. If the world exploded in a nuclear mushroom cloud, it would be their fault. But look at the changes through which we are living. East German border guards shot and killed hundreds of their countrymen who simply wanted to walk into the next block. But now those guards are busy tearing down that ugly concrete and barbed wire wall.

The peoples of Rumania, Czechoslovakia, Poland, Nicaragua, and yes, even Russians, have finally come to the conclusion that their system of Communism does not work. Life in the western nations may not be perfect, but we do not stand in line for toilet paper. We do not have to register six years in advance to purchase a car made of tin. And we do not export all of our food, leaving our own countrymen hungry.

No, ours is not a perfect system. Simply ask any of the thousands living in cardboard boxes placed over steam grates. They will tell you that not all is rosy in our world. But take a cross section of the average American or Canadian. Now compare that segment to the average person living in, say, Cuba. It won't take you long to figure out that the pay scale is a lot better for Capitalists than for Communists.

Let's keep watching this world of ours. Who knows what will come next? I, for one, never thought we would see free elections in what used to be called the Communist block. This is a time of opportunity for the free world. We can welcome our brothers into the fold, and we will all prosper. The danger, of course, is that this movement toward freedom will falter. Therefore, we cannot lay down our defenses. Yet it is important that we continue to encourage and reward positive changes as they occur.

What does any of this have to do with locksmithing? Nothing. But remember, as a small business operator, you are living the dream of millions who used to live behind an Iron Curtain.

You are probably not aware of it yet, but April 30, 1990 marks the first annual National Locksmith Day. This day has been declared as a day of recognition for locksmiths everywhere....to recognize your contribution to society. How did I hear about National Locksmith Day? I made it up! And then I sent press releases to the AP, UPI, and the papers. So make it a great day!



Marc Goldberg
Editor/Publisher

April 5

Letters

Comments, Suggestions and Criticisms

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and lengths. Please address your comments, praise, or criticism to: Editor, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107. All letters to the editor must be signed.

Suggestions For Improving Your Image

Thank goodness at last someone has seen the light and hopefully we can put the issue of police opening cars behind us. With the newer cars that are coming out now police opening cars makes more work for us locksmiths because of the damage they do trying to open the newer cars.

As in the past years, the biggest challenge facing the locksmith is their image. The public does not see us as true professionals and for the most part we have done this to ourselves by not pricing our work in a professional way, not being trained as professionals and not looking like professionals (for those of you who have been to a locksmith gathering, you know what I am talking about).

The past is in the past. There is not much we can do about what has already taken place. The question is, "Do we care enough about ourselves and our profession to do something about it?"

Whatever we do, we will not turn our image around overnight. It will take time.

Here are some suggestions we might want to think about:

1) Charge what we are worth. Don't give ourselves away. However, to do this, we *must* give top quality service.

2) Keep up with the latest changes inside our industry. Locksmithing is changing very fast. We must stay on top of the changes or some other industry will.

3) Look the part! Put away the faded blue jeans and tennis shoes, trim our hair and beards, and invest in nice uniforms. Look the part of a security professional.

In closing, I have said nothing new. We have been talking about these same problems for the past ten years. Now is the time to stop talking and do something!

James Cawby
Kentucky

Locksmith Shares Amusing Incidents

Here are a few amusing incidents that have happened to me throughout my locksmithing career:

A lady came into the shop and said she had locked her keys in the car. She didn't know how we could ever get it open. On approaching the car I saw the driver's window open about two inches.

I got a call to open a basement door. The lady had broken the bit key off in the door. I turned the knob and opened the door. She had unlocked it when she broke the key and never tried the knob.

This call was from a group of fishermen who had lost the keys to their station wagon, probably in the lake. In going around the car to look it over I found the keys in the back lock.

A deputy tried to open a trunk at a motel and failed to, so I was called. By shorting the trunk release I popped the trunk open. Just then, someone came from the motel and said, "Nevermind, I just found the keys on the bed."

A businessman came into the shop and said he wanted me to change all the locks in his place plus two safes. A couple days later I was called and at 11 p.m. I gave him the new keys and watched him hand them out to his employees. At 8 a.m. the next morning he was back. He wanted all the locks changed again. He had given a key to the one he was discharging.

I was called to a store where they were locked out. They had a key made from the broken one but it did not work and the locksmith who made it would not come and make it work. I asked for the broken key and could see all the cuts were on the bit. I put it in the lock and opened the door with a screwdriver.

Brownies Locksmith Service
Michigan



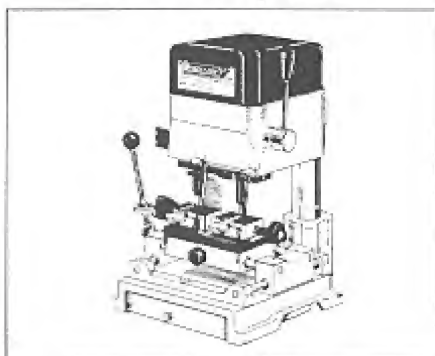
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\$\$\$ Thousands and thousands in cash and prizes! \$\$\$

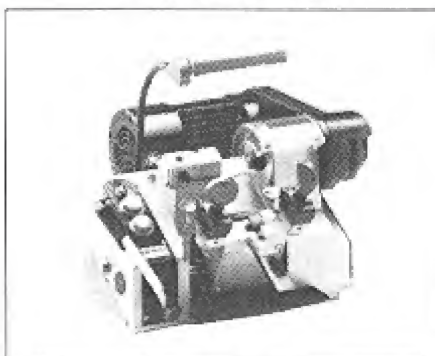
HPC Laserpoint



First Prize

This is HPC's ultimate key duplicator for high security keys, BMW, Mercedes, DOM, Kaba, Volvo and others. Laserpoint is heavy duty lever operated, and has easy adjustable cutters and tracers.

Silca Bravo USA



Second Prize

Locksmith designed, the Silca Bravo USA is a quality semi-automatic duplicator. Four-way jaws hold even the smallest keys as this. One of the most accurate key machines on the market.

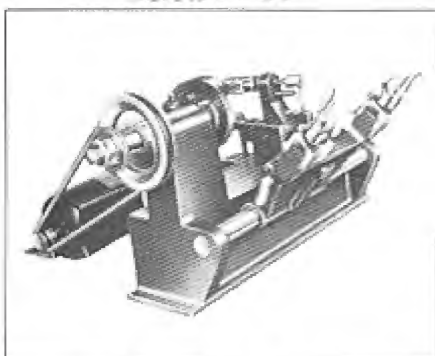
ESP 660



Third Prize

The model 660 key machine can be used for manual cutting or, with the flip of a switch, it will cut keys automatically. It is designed to accomodate large head keys such as hotel and foreign auto blanks.

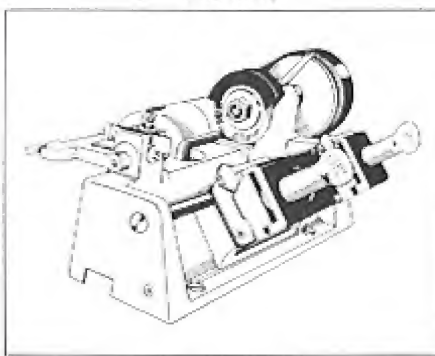
Belsaw 200



Fourth Prize

Duplicate, cut by code, cut flat steel keys. Complete machine with motor, three cutters, guides, and instructions. Built-in micrometer.

HPC 9120



Fifth Prize

HPC's newest and most compact key cutting machine features reversible jaws. Double-sided copy dog cuts flat steel and safety deposit keys and has softy brush. Excellent versatile machine.

**\$100 Cash PLUS
Flat Rate Manual**



Sixth Prize

\$100.00 in cash will brighten your day! So will the *Flat Rate Manual for Locksmiths*. The manual will help you price your services for profit. You won't have to guess how to price ever again.

Code Books From *The National Locksmith*

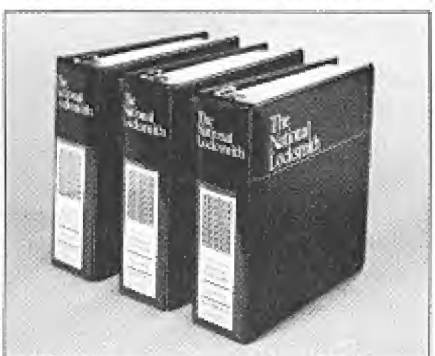
General Code Book Set (NGCB)



Seventh Prize

These three books contain 450,000 codes covering domestic lock and automobile codes.

Padlock Code Book Set (NPCB)



Eighth Prize

These three volumes offer 462,000 covering Dudley, American (Junkunc), Master and Yale.

Foreign Code Book Set (NFCB)



Ninth Prize

This two volume set holds 432,000 codes for the complete variety of foreign codes, from Alpha Romeo to Yugo.

Technitips

Helpful Hints from Fellow Locksmiths



Send me your Technitips. Who knows, you may be our next winner! c/o The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Robert Sieveking

There seems to be a great deal of discussion on the price of services rendered by the locksmith. I see a number of people that would be charging too much if they gave their services away and others that are charging far too little for the quality of service they render. Like most locksmiths, my livelihood is dependent on how well I can handle customers' questions. The primary obstacle to most sales is price. Ninety-five percent of the incoming calls begin with, "How much?" The rest of the calls begin with, "Are you the owner?" And once in a while we get a wrong number.

I am reminded of a story that my grandfather used to tell. I believe it went something like this:

It was a beautiful fall morning, and the wagons all stood in a row in the public market at the center of town.

While walking through the market, I observed a housewife as she was buying some potatoes. She stopped at the first wagon. "How much are your potatoes?" she asked the young man who was busily stacking bags and arranging his vegetables. "Dollar fifty the bag," was his reply, and he continued with his work without a sideward glance.

"Oh, my," protested the young lady, "I only paid a dollar ten for the last bag I bought."

"Tators gone up," was the young man's only reply, as he continued about his chores.

Not being one to engage in long conversations, the young housewife pulled her little cart on to the next wagon. Seeing an older gentleman tending his produce, she inquired, "How much are your potatoes?"

The old gent "knew his potatoes," so instead of treating his customer with indifference, he stopped his work and

Win a VATS Decoder From All-Lock!

Each month, All-Lock will award one of their A-7000 VATS Decoders to the best automotive Technitip submitted this month. If you would like a chance to win a free decoder from All-Lock, simply submit your automotive tip exclusively to *The National Locksmith*. Tips submitted to other publications cannot be considered.

All-Lock's A-7000 makes it easy to diagnose system failures, service the column and select the correct key blank. This sophisticated tool is easy to use and is completely portable. Long wire leads are easy to use in cramped automotive situations.

Submit your tip, and win today!



How To Enter

All you need to do to enter is submit a tip, covering any aspect of locksmithing to *The National Locksmith*. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Why not write it down and submit it to: Robert Sieveking, Technitips' Editor, *The National Locksmith*, 1533 Burgundy Parkway, Streamwood, IL 60107.

Tips submitted to other industry publications will not be eligible! So get busy and send in your tips today! You may win cash, merchandise, or even one of many key machines or code book sets! At the end of the year, we choose the winners of the listed prizes.

Last year dozens of people walked off with money and prizes. Wouldn't you like to be one of the prize winners for 1990? Enter today! It's a lot easier than you think!

Every Tip Wins 'Locksmith Bucks!'

Yes, every tip published wins a prize. But remember, you must submit your tip to *The National Locksmith* exclusively. Each and every tip published in Technitips wins you \$25.00 in Locksmith Bucks! Use this spendable cash toward the purchase of any books or merchandise from *The National Locksmith*. You also receive a Bonded Locksmith bumper sticker, decal and patch. Plus you are now eligible for the really big prizes!

Best Tip of the month prizes!

If your tip is chosen as the best tip of the month, you will win \$50.00 in cash as well as \$35.00 in Locksmith Bucks! Plus you will receive a quartz Locksmith watch, a Bonded Locksmith bumper sticker, decal, patch and a Locksmith Cap. Plus, you may win one of the annual prizes.

brushed the dirt from his hands as he stepped forward to answer his customer. "Ma'am. These are Wisconsin white potatoes. They are by far the best potatoes grown. We raise this type because they have small eyes, so there is very little waste in the peeling. We sort them by size. In each bag you will find a large size for boiling and cutting up, a medium size for baking and the smaller size for frying. The baking size cooks quicker than the large size, which saves you money on gas or electric. All my potatoes are washed clean before we bag them. As you can see these are some of the finest potatoes at the

market today."

He concluded proudly, "I'm getting a dollar and seventy five cents a bag for these potatoes. Shall I put a bag in your car or would you like me to deliver them?" The young lady left the market that day with two bags of those fine Wisconsin white potatoes. By about mid-day, the old man's wagon was gone, but the young potato seller was still there, stacking and busily rearranging his ordinary potatoes.

You know, the young man probably knew the cost of his potatoes, and could trace, to a penny, exactly how much it cost to produce them and bring

them to the market, but the old farmer knew the value of the customer. He knew his potatoes.

Potatoes or locks, without customers you're unemployed. Know your business, but take a moment to "Be nice!" (It doesn't cost anything.)

April's Best Tip

Automotive Tip of the Month

This month's best tip also happens to be the winner of the All-Lock A-7000 VATS Decoder. All-Lock will award a decoder to the best automotive tip each month of the year.

This Technitip concerns the removal of the lock cylinder on the new Chevy and GMC pickups. On the new body style, the lock cylinder is enclosed in the pull handle assembly. The entire assembly must be removed to fit a key or service the cylinder. Anyone who has worked on one of these trucks knows how much of a problem the lock R&R can be. The inside trim panel is removed to access the inside of the door, only to discover that the lock mechanism is still not accessible. Removing the metal panel that supports the window regulator mechanism will allow limited access to the inside of the door, but if the inside panel is not handled very carefully, the window will drop down and is very hard to contend with while servicing the lock. The following is what I have come up with as an easy method of removing the lock cylinder from this vehicle for service.

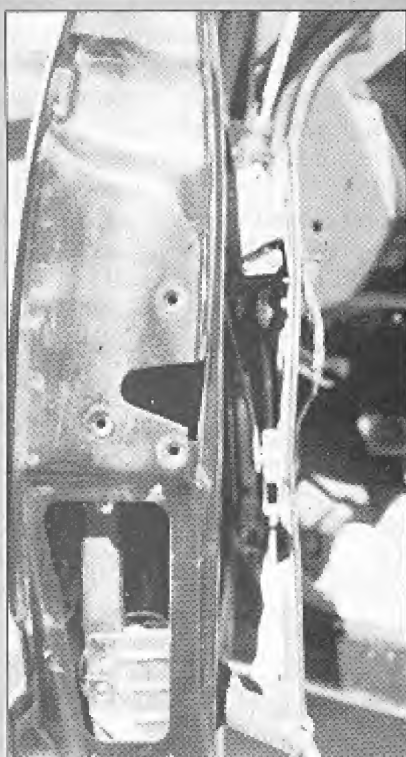
Remove the inside trim panel, using the standard methods for General Motors vehicles. At this point, it is not necessary to remove the inner metal panel. A small hole, above the metal panel will allow access to a 10mm bolt that attaches the forward edge of the pull handle assembly to the door skin. Remove this with a nut driver. If you do not already have magnetic inserts in your nut drivers, you should invest in a set. They will prevent you from dropping the attachment bolt down into the door as it is removed. After removing the bolt inside the door, remove the attachment bolt in the edge of the door. Photograph one shows the locations of the attachment bolts used to secure the handle assembly in the door.



Installation Tools

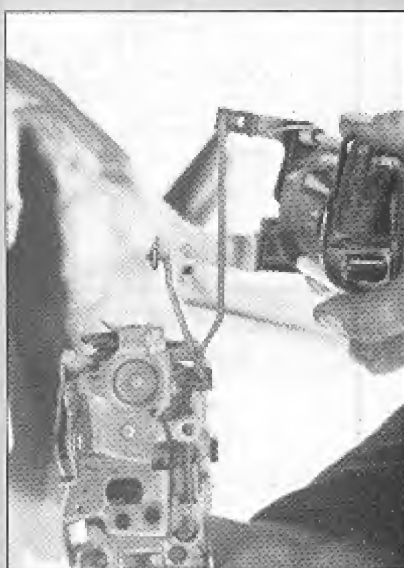
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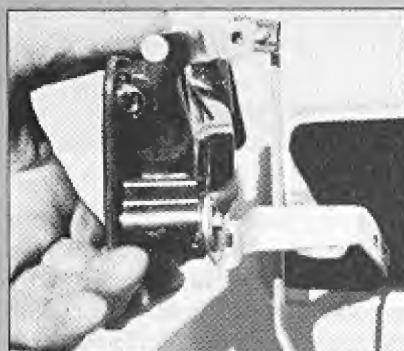
1. Locations of the attachment bolts are shown here.

At this point, the handle is free to be removed. The problem is that the connecting linkage prevents the assembly from being maneuvered enough to be free of the door skin. Remove the three T25 torx screws that secure the lock latch mechanism in the edge of the door. The latch will drop down enough to allow the lock linkage to be disconnected from the latch and removed as you see in photograph two. Once disconnected,



2. Lock linkage disconnected and removed.

the handle can be "easily" maneuvered to separate it from the door for service. Observe that the lift handle is not "clipped" to the latch



3. The lift handle is not "clipped" to the latch assembly.

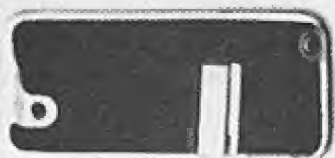
assembly in photograph three. It simply passes through the push down arm of the latch.

Pay close attention to the locking link. If it is installed "end-for-end," it will lock the door but will interfere with the window channel seen in photograph four, to prevent the door from being unlocked with the key. The lock pawl on these vehicles is fairly fragile, and will no doubt become a very profitable repair item for the locksmith. The lock pawl in



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4. Note the long "L" shaped pawl.

the photograph was modified by a lot attendant using a Slim-Jim type tool.

Repairing it required a little more skill. Replace the handle into the door skin, and bolt it in place. You will find that by inserting the key in the cylinder and turning the cylinder counterclockwise (left) $\frac{1}{4}$ turn, the long "L" shaped pawl shown in photograph four will clear the window channel as the handle slips into the door. If done carefully, everything will fall into place without bending or distorting the door or the handle assembly. Replace the latch and reconnect the lock link last. (It does not need to be completely removed, as it was in the photos.) Test the lock and latch carefully, before replacing the inside

trim panel.

David Mercer
New Mexico

Here is a little tip for those deadbolt installations when you get in a hurry and realize after installing the lock in the door, that you forgot to mark the jamb for the strike hole. If you're anything like me, you hate to remove the whole lock, just to use the strike marker. My tip is to put a little "chalk" or even "white-out" correction fluid on the tip of the bolt to mark the jamb. Close the door and extend the bolt a few times to leave a perfect print of the bolt on the jamb. On gray primer metal jambs this Technitip is ideal. A piece of dark colored chalk will make this tip work equally well on white jambs.

Gregory House
Indiana

Here is a Technitip that I have used to keep the signs in the right position in my store window. Signs like "YES WE ARE OPEN" and "SORRY WE ARE CLOSED" or "BE BACK AT--" can

get turned the wrong way or blown down as a customer enters or leaves the store. Occasionally an amateur comedian, disguised as a customer will turn the sign around as a joke.

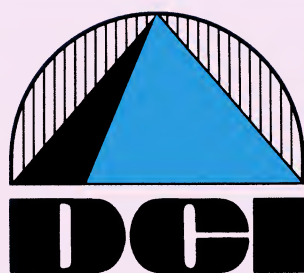
The cure for these problems is a simple piece of Velcro tape on the sign. By placing a small piece of self-adhesive Velcro material on the sign and on the window glass, it is impossible for the sign to blow down or get turned around by accident. If a stray comedian should attempt to reverse your sign while you're not looking, the sound of the Velcro will tip you to his mischief.

Use this tip also on the windows of the van, for temporary signs or advertisements.

Leroy Gramza
Michigan

Dexter brand residential grade entry function knob locks are very common in my area. My Technitip is for a quick method of removing the lock cylinder, that will speed up cylinder service considerably. By removing the lock cylinder without removing the lock from the door, a 2-3 minute R&R job can be reduced to 10 seconds.

The first step is to apply downward



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pressure on the inside knob. This will bind the lock actuator or tail piece.

The second step is to insert a long slender Allen wrench into the keyway. At the rear of the keyway is the lock actuator. Push in far enough to dislodge the actuator from the "figure 8" depression in the rear of the cylinder plug, while maintaining the pressure on the inside knob.

While maintaining this pressure, insert a working key and rotate the lock plug 180 degrees. This should free the cylinder from the lockset. Remove the cylinder with the key in the rotated direction and try again. If the key will not rotate past the 90 degree point, go back to the second step.

To reinstall the cylinder in the lock, insert it into the outside knob with the key in the 180 degree position. Rotate the key back to the normal key pull position and remove it. The cylinder will not be locked in position. Test the key to make sure it stops at 90 degrees of rotation. The actuator must engage the plug to prevent the cylinder from being removed. I have had very good luck with this method.

George Blair
Kansas

Editor's Note: This tip will work on a

large number of locks, but go easy. The lock is not designed to be disassembled this way. If you get too heavy handed, you could damage the lockset.

This Technitip is for the locksmith that is gaining a new commercial customer. If you are asked to do lock work in a small motel or office building, it makes sense to keep good records. To avoid accidentally duplicating a key biting, you should make a survey of all the keys, before you begin the job. Use a slip gauge to decode the keys, then record the combinations on a 3x5 index card. This way you can look through the combinations being used before you combine a lock to a new combination. You will know from your records if the combination has already been used.

If your customer needs a key for a particular lock, you can use your records to produce the key on a code machine. A card, like the one in illustration five, should contain the key section, 1200 code card to use, and any other special information that would be necessary to make a key. Is there a master key? Are the keys stamped "Do Not Duplicate?" Who is authorized to order or receive

Customer:	ABC Machine Co.
Key section:	Schlage "C"
1200 Code card:	
all keys stamped:	"do not duplicate" no master
outside doors:	32583
office #1:	32785 36385 chg. 2-20-90
office #2:	32787
office #3:	32789
tool room:	32587
inspection:	32589
janitor closets:	32523

Illustration 5

keys? When was a particular lock changed? Are the keys lettered or numbered to identify the locks they operate?

The numbers used to record the cuts of the keys should be coded. This way, the card would be of no use to anyone but yourself. Even coded, you must guard these records carefully. Always keep them in a safe place.

Oliver C. Felt
Minnesota

Recently, I read the Technitip on an easy method of reattaching the swing-away lock cover found on the trunk locks of some late model GM autos. This may be an old or minor problem, but I have found a solution that eliminates the need for spacers. By using a rivet tool with threaded replacement nose pieces, you can easily hand grind

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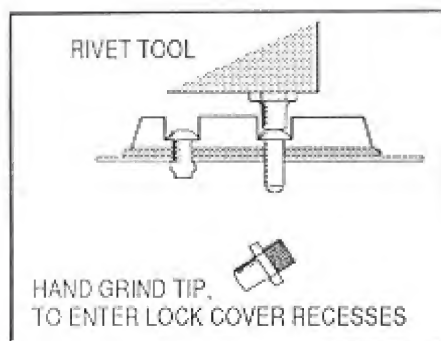


Illustration 6

the correct tip to enter the recesses in the lock cover. This makes the job easier, and eliminates the need for spacers on the rivet mandrel. Illustration six shows a modified tip that works quite well on most GM lock covers.

Gerry Schaeffer
Texas

Here's a Technitip for those locksmiths that have purchased The National Locksmith's new *Flat Rate Manual*. I was taught at a very young age, that writing in books was wrong, and as I began to figure out the prices I should be charging for different services listed in the manual, I could see that there might be reason to update some of the

prices in the future.

Because of the constant changing cost of overhead, the cost for jobs this year will probably be different than the cost for the same job next year. To keep the book up-to-date and avoid messing up the pages of the manual, I purchased plastic sheet protectors for all the pages that have price entries. By using a permanent ink marker to enter the prices in the manual, the ink will not smudge with normal use.

To change prices, we can wipe over an entry with a little WD-40 to remove the ink without a trace. This way we can enter the new prices without creating a mess on the original page. This Technitip will allow us to use the book indefinitely, while keeping the pages looking like new.

The three ring binder makes the book very handy to use, but the plastic sheet protectors are a necessity on the pages you handle hundreds of times a week.

Thomas Rucker
Ohio

Sooner or later you are going to be locked out of a safe and the only problem with the lock is going to be

that the spline key has fallen or somehow worked its way out of the drive cam/spindle. Recognizing this particular lockout is fairly simple. Counter-clockwise rotation of the dial will tighten the spindle shaft.

This is not the serious problem that it appears to be. This Technitip is a simple solution to this lockout.

Remove the spindle shaft from the lock and using a light and magnet, retrieve the spline key from the lock. It is important to remove any obstructions that might be in the spindle hole.

File or grind the threads off of the spindle shaft, as you see in illustration seven. The spline key is also filed to a smooth taper as you see. Glue or solder the spline key into the keyway of the spindle shaft, near the tip of the shaft.

Look into the spindle hole with the light to locate the keyway in the drive cam, then carefully insert the spindle shaft with the spline key in the correct location to enter the keyway of the drive cam. You should be able to feel the key enter the drive cam. Tap the spindle shaft very lightly with a small hammer, to wedge the shaft into the drive cam. Dial the combination and open the safe. The shaft should hold



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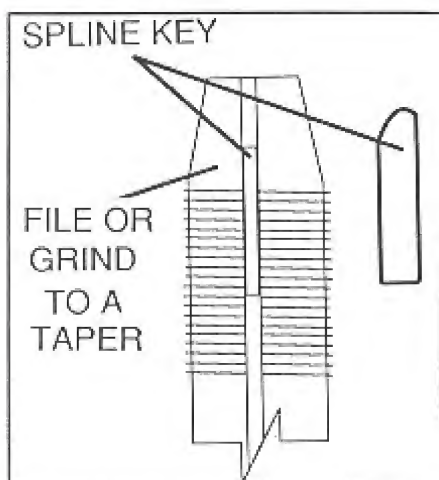


Illustration 7

well enough to operate the lock one time.

You may have to dial the combination a little to the left or right to align the wheels correctly, but the lock can be opened without further problem. This Technitip will work well on Star push down locks and locks with the drive cam in front of the wheel pack. I hope a fellow locksmith finds this idea helpful.

Jeff J. Sitar
New Jersey

As it goes with under dial drilling, after the hole is finished you have to dial the wheel gates to the hole and transfer their numeric location to the drop-in if the safe is to be opened. In most cases this means an emergency dial must be attached to the spindle, and the dial used to locate and transfer the gate locations. This Technitip is for an easy way to make a mini emergency safe dial. I've found that the American padlock is an ideal source for an emer-

gency dial.

Simply drill through the center of the nose of the dial with a 5/16" bit, and the dial will be free of the padlock and ready for the set screw. Drill and tap the nose of the dial as shown in illustration eight for a #10-32 set screw. The set screw will be used to secure the dial to the spindle of the lock. Mosler locks have a slightly larger spindle, so you might want to make up a second dial for Mosler locks.

The National Locksmith safe opening books have helped to make a number of openings a lot easier. Thank you.

R. Lazich
Wisconsin

P.S. If your shop is located near an interstate or rest area that has public facilities and phones, it is a good idea to put a sticker in the phone directory with your emergency number on it. It is very common for people to be locked out of their car at a rest stop. They're in such a hurry to take a rest, that they jump out of the car and forget to take their keys.

If there is an attendant working in the rest area or tourist information booth, leave a card or calendar that has your phone number on it. If the rest

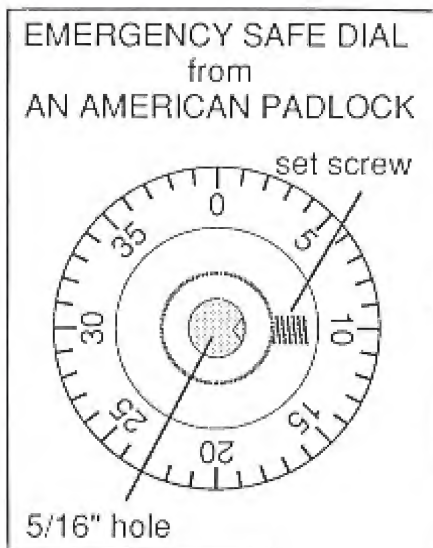


Illustration 8

SRI
SECURITY
RESOURCES INC.

SRI and Steve Young are working together to bring you the best in locksmith tools and supplies.

[Click here for more information](#)

stop is out of your area code, write "call collect," or that you will accept the charges. You'll be surprised at the number of calls that you will pick up from this little trick.

If you feel that it's necessary to guarantee your "fare," you can take the callers' charge card number before leaving the shop. Call it in immediately, to verify and get an authorization number. You'll be guaranteed your caller won't skip while you are on the way. It doesn't matter if they do skip, you've already been paid. Visa/Master Card—it works

Some locksmiths have to make keys to GM door and trunk lock cylinders quite often. Here is a little Technitip that will enable the locksmith to easily make a key to a door or trunk lock without disassembling the lock.

You will need a set of GM depth gauges by HPC, as you see in illustration nine. The tip is to file or cut the gauges as shown, so that they will enter the drain hole window in the lock case.

Drill a 1.16" hole in the side of the lock case, centered over the side bar. Insert a thin probe into the hole, to put pressure on the sidebar, while raking

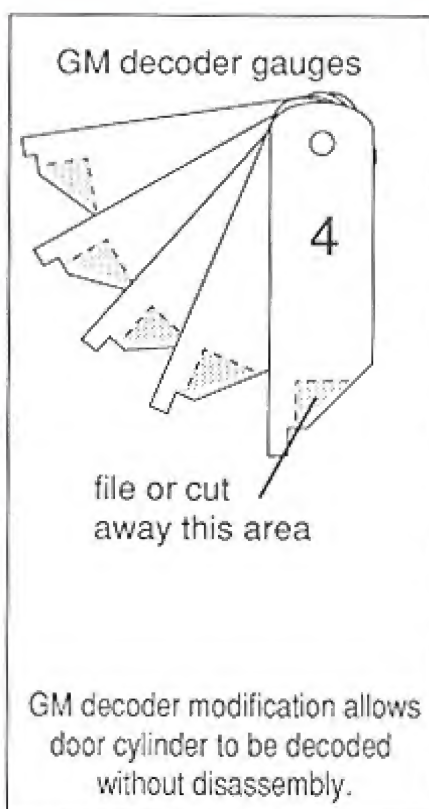


Illustration 9

the tumblers to pick the lock. You will feel the sidebar drop into the plug when the lock is picked. Once the lock is picked, rotate the plug about $\frac{1}{8}$ of a turn to keep the sidebar compressed and the wafers in position to be read. The depths of the first four tumblers can be read through the drain hole using the modified gauges shown in illustration nine. The remaining two cuts at the tip of the key can be found by progression.

Though this method will probably not replace disassembly of the cylinder. You might think of this Technitip while you're digging around in the bottom of your tool box looking frantically for that last replacement "optic" case cap and discover that you used the last cap a week ago.

Nobody ever runs out of standard GM caps—do they?

John Mussell

medeco[®]
HIGH SECURITY LOCKS

***The market leader
in locking systems
for security, safety,
and control.***

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Newsmakers

New Products and Industry News

Comprehensive Service Kit Offered by ASSA

Assa High Security Locks now offers a solid steel portable version of its PK-2 pin kit to service all ASSA® 6000 Series cylinders.

The solidly constructed yet attractive portable kit contains 50 side pins; 100 each bottom pins, master pins and driver pins; 500 cylinder springs; 100 each side pin springs and sidebar springs; 100 cam screws and 25 slide covers.



The Series 6000 parts are housed in separate compartments to prevent the parts from mixing. A complete parts guide on the interior lid of the case gives replacement part numbers for easy re-ordering and sorting.

Circle 365 on Rapid Reply

Secura Key's Entracomp 26SA

The Entracomp 26SA is a self-contained card access control system that utilizes state-of-the-art electronics, providing a unit that is both inexpensive and fully programmable.

The patented slotless Touch Card reader is protected from weather and vandalism. Simply place the card on the stainless steel touch plate and the card is read instantly and without error.

The Entracomp 26SA has a non-volatile memory.



Circle 364 on Rapid Reply

Lasso Lock Protects Stereos

An estimated 20,000 car stereos are stolen each week in the U.S. Lasso Lock uses highly visible "brute force" to deter car stereo theft.

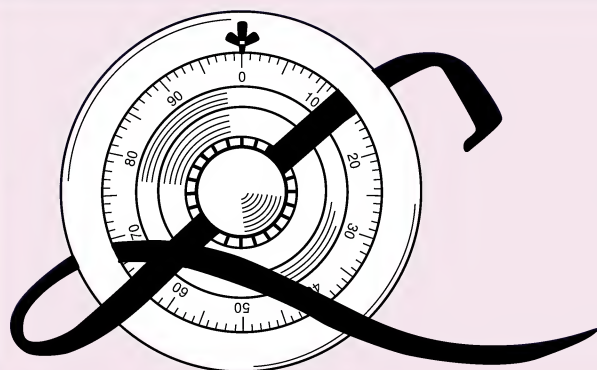
Lasso Lock's steel cable and tubular lock help prevent the stereo's saleable removal from the vehicle.



Without a key, only a locksmith can properly remove the key lock mechanism from the cassette opening, so even if a thief can cut the cable, he will still have to remove the key lock to use or sell the stereo. Since forced removal of the key lock will destroy the front face of the stereo, a thief won't be able to use or sell a stereo protected by Lasso Lock.

It safely locks into most car stereo cassette openings. The unit is constructed of ABS, stainless steel armoring, PVC coated steel cable, and has a chrome-plated brass tubular lock.

Circle 366 on Rapid Reply



Lockmasters has a 44 year history of training security professionals.

[Click here for more information](#)

Buddy Products Introduces Burglar-Resistant Vault

Buddy Products' new burglar-resistant wall vault features a specially designed pry-proof door and a Medeco high security cam lock that's virtually unpickable.

The wall vault is perfect for firearms, cash, passports, etc., and the foam lined interior (including the shelf) protects expensive jewelry from nicks and scratches. Easy to install, it mounts between wall studs in closets, garages, behind pictures, or just about anywhere.



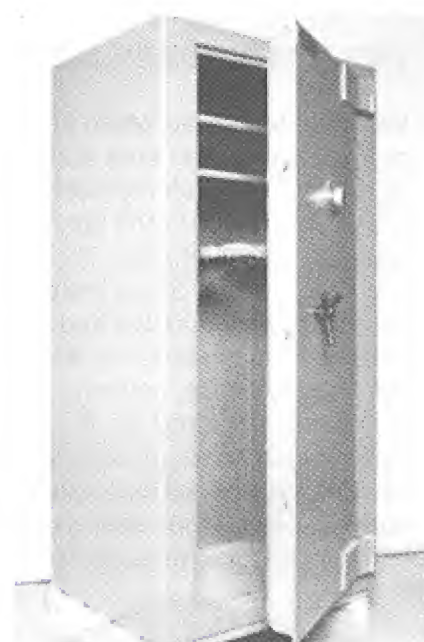
The unit is made of heavy duty 12 gauge steel plate construction, with a 10 gauge steel door and an inside hinge. The compartment measures 14 1/8" W x 8 1/2" H x 3 1/4" D and the easy-access opening is 9 7/8" x 6 1/4".

Circle 384 on Rapid Reply

New England Safe Co.'s Gun and Rifle Safes

New England Safe Co. has added several models of gun and rifle safes to their product range. Constructed of 1/8" gauge body steel and a 1/4" gauge steel door with 1" heavy-duty round steel bolts, various sizes and rifle capacities are available.

An additional selling point is that these safes may also serve as a closet safe as various interiors are available with shelves for cameras, silverware, and other valuables in addition to guns. Bolt down holes are located in the floor and back wall of the safes to prevent removal.



Circle 386 on Rapid Reply



HPC, Inc.
Designing Excellence and
Manufacturing Quality
since 1956

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LCN Sentronic® From New England Door Closer

New England Door Closer has a large inventory of new door closers, commercial door pivots and replacement hinges.

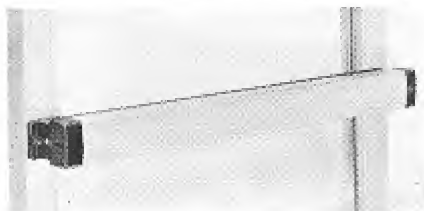
Now because of the need to get life safety products fast, New England Door Closer, stocks a full line of LCN ME, MED, SE, and SED Sentronic® closer holders. Also, stocked are the full replacement parts that are needed to keep the units in proper working condition.



Circle 385 on Rapid Reply

Adams Rite Change-Over Kits

Kits to help replace old style "trapeze-bar" exit devices with modern touchbar ones are available from Adams Rite Manufacturing Co. The kits are designed for locksmiths replacing the most common devices found on narrow stile glass doors: Jackson or Dor-O-Matic rim type and concealed rod type.



The kits contain templates, instructions, and cover plates required to leave the door and jamb aesthetically compatible with the compact, straight-line styling of the Adams Rite Series 8800 rim exit and Series 8600 concealed vertical rod devices.

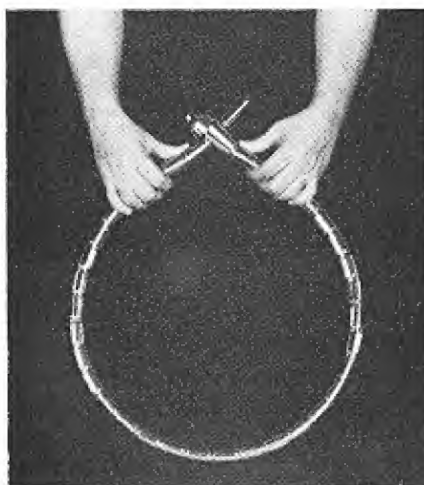
Circle 387 on Rapid Reply

Cobralinks Offers Equipment Security

Cobralinks locking system locks property and vehicles, heavy duty equipment, and more. It is a very versatile security lock. Its varied uses include the protection of motorcycles, snowmobiles, boats and marine equipment, tractors, industrial and construction tooling and equipment.

To use Cobralinks for auto security, wrap it under the driver's seat and then figure eight it around the steering wheel.

Security is becoming an increasingly vital business, with both the rise in cost of various types of vehicles and the subsequent rise in insurance costs. Cobralinks offers a security solution.



Circle 390 on Rapid Reply

Sell Hardware Offers Quick Delivery

Sell Hardware Distributing, Inc. was established with the commitment to provide an alternate source for commercial hardware requirements that cannot be met by delivery schedules of manufacturers.

They stock a wide variety of parts and products by Corbin/Russwin, LCN Closers, Von Duprin Inc., Schlage Lock, Yale Security Products, Norton Door Controls, Detex, Simplex and other major manufacturers. Stock items are shipped to customers within 24 hours.

Doormark Inc. Distributes Grundmann

For over one hundred years, the Grundmann family has been manufacturing excellent door hardware in Rohrbach, Austria. The tradition of fine craftsmanship, passed from generation to generation, continues today. Superior materials are combined with outstanding design to create products capturing the spirit and essence of quality.

Grundmann products are distributed exclusively in North America by Doormark International.



STRATATEC™

**It's your
reputation.**

**Trust the
original.**

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New Battery Eliminator From Detex Corporation

Detex Corporation now offers a new Battery Eliminator, designed to provide D.C. power to exit control locks.

Powered by a transformer providing 12VAC, 15Va input, the new BE-960 furnishes 6VDC and 9VDC outputs to as many as two Detex ECL-230 exit control locks, or any other standard exit control locks. Each output can deliver up to 750 m.A.



An optional battery backup (6 DC battery required) provides standby power in the event of a power outage.

An internal tamper circuit triggers the alarm if the cover is removed. In addition, the external wiring bundle linking the BE-960 to an exit control lock is tamper protected. If the bundle is cut, the piezo horn will sound.

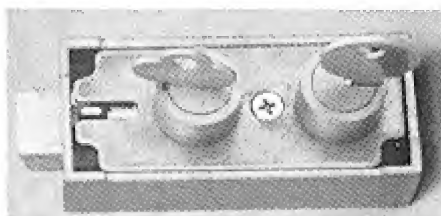
Circle 392 on Rapid Reply

Precision Products' P57 Safe Deposit Lock

Precision Products, Inc. introduces the P57 safe deposit lock. It is a direct replacement for the Mosler 5700.

The P57 features 14 solid-construction levers, and it can be matched to Mosler guard keys. The levers and parts are interchangeable with Mosler.

The lid is a three-piece construction that allows the nose(s) to be pulled and repaired. The lock is made in America.



Circle 393 on Rapid Reply

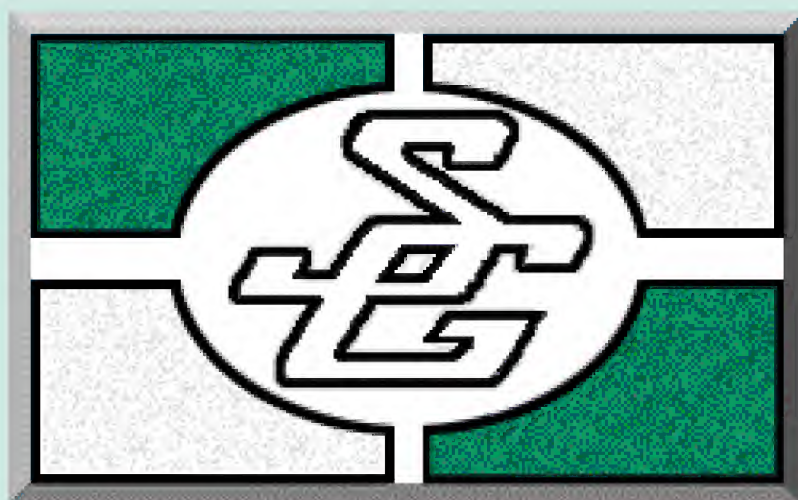
Keydex International's Credit Card Key Holder

The unique, patented Keysaver by Keydex looks like an ordinary credit card, yet it holds two spare keys flat and secure in a wallet or purse.

Keysaver comes in four tasteful colors and is available in high-impact counter top displays or blister card packaging.

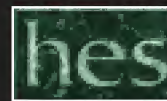


Circle 394 on Rapid Reply



***Make Sargent & Greenleaf's
Comptronic locks your choice for
electronic safe locking solutions.***

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Dexter Offers Catalog

"While a locksmith is fixing a customer's lock, the customer can leaf through the catalog for ideas on how to increase security while adding beauty to the home."

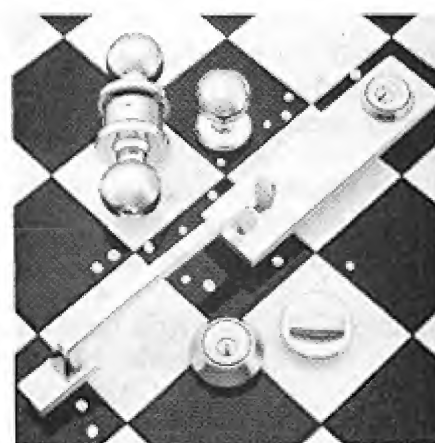
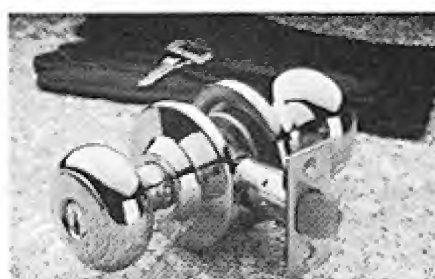
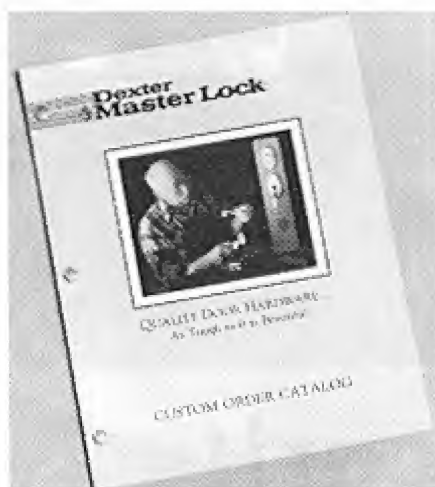
Sales and installation of decorative, high-quality door hardware can increase locksmiths' profits. Consumers perceive locksmiths to be very knowledgeable about security products. This credibility enables locksmiths to point out the advantages of buying high quality door hardware. Instead of merely replacing locks with the same brands, locksmiths can increase their bottom lines by recommending high-quality locks that provide increased security.

To make selling easier, Dexter by Master Lock has developed a Custom Order Catalog that aids locksmiths and their customers. "One of the goals of the Custom Order Catalog is to help locksmiths raise profits and decrease costs, while simplifying the door hardware selection process for customers," says Bob Weis, director of sales and marketing for Dexter Lock, a subsidiary of Master Lock Company.

The Custom Order Catalog is available to locksmiths for use in their shops or as a beneficial sales tool during house calls. While a locksmith is fixing a customer's lock, the customer can leaf through the catalog for ideas on how to increase security while adding to the beauty and value of the home. The catalog walks consumers through the door hardware selection with a simple flow chart and easy-to-read instructions. By adding or removing pages, locksmiths can customize the catalog and feature those items that are especially popular in their area.

Because orders can readily be placed through a distributor whenever a purchase is made, the Custom Order Catalog allows locksmiths the ability to offer and sell a wide variety of door hardware without the worry of inventory. As a result, it is not necessary to keep stock on hand.

Before choosing a style of door hardware, patrons first determine the decor of their home. The catalog separates homes into five general categories based on specific architectural characteristics.



After the home decor has been determined, customers can select any type of door hardware they may require—whether it's an entrance handle or an interior doorknob. Photographs of products that complement each home style are displayed, along with descriptions.

"Because the range of available styles can sometimes be confusing to consumers, the book shows exactly which

interior and exterior knobs, levers and handles complement each other. Therefore, consumers do not have to 'guess' which door hardware styles will blend," says Weis. Six different finishes are listed in the Dexter catalog. Each finish is shown with a brief description and compatible home decors.

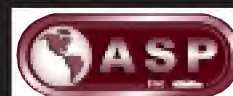
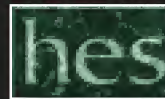
The Custom Order Catalog also features an accessory section which presents customers with the option of purchasing additional decorative hardware. A selection of door knockers, kick plates and house numbers is available to enhance the appearance of a home. These add-on sales can add up to extra dollars for the locksmiths.

The catalog divides door hardware into four security levels. Each level is described, along with examples of where the products are typically used. These examples help the customer choose the level of protection they need for a particular door. After customers have made their selections, locksmiths can place the order which often can be filled by the distributor within 48 hours.

Another way to increase door hardware profits is through store point-of-purchase displays, which are excellent mediums for stimulating sales. In conjunction with the Custom Order Catalog, Dexter has developed a flexible wall display, the "Idea Center." The Idea Center shows customers the variety of door hardware available, and may even remind them of a lock, knob, handle or accessory that they need at home. This compact display is ideal for featuring a variety of door hardware in minimal space.

Although implementing new ways to increase sales dollars can be challenging, it can also be a very rewarding experience. By recommending high-quality door hardware whenever possible, and using sale tools such as those described, locksmiths will be well on their way to enhancing the elegance of customers' homes while boosting their own profits.

Contact Dexter by Master Lock at (205) 826-3300. ■



Medeco's Embassy Lock

"The lock is an interchangeable core cylindrical lockset with true key control in various key duplicating levels. Plus it offers immediate key changeover."

There's a lock on the market that locksmiths, security directors, and builders are starting to hear about and appreciate. This lock provides the ideal solution for a variety of difficult security situations: key control, convenient key changeover, physical high security, and retrofit flexibility.

The Medeco Embassy Lock is an interchangeable core cylindrical lockset with true key control in various key duplicating levels, with each Biaxial key® protected by two Medeco Biaxial patents. The words "Restricted" or "Do Not Duplicate" stamped on common keys do not prevent their duplication; only patents and litigation do. In addition, controlled distribution of restricted key blanks, and required verification before keys are duplicated, protect building security so that keys don't end up in the wrong hands. And by its very design, the Medeco high security lock cylinder requires an exactly specified key, unlike many common locks that can be operated with other manufacturers' keys.

There's another very strong, and very convenient, key control measure that the Embassy lock provides: immediate key changeover. In a matter of seconds, the high security interchangeable core can be removed and replaced, giving the lock a new key combination. By using the control key, provided with each set, the core is "unlocked" from the lockset and removed. It is then replaced with a new core that operates with a different key. For businesses with a high employee turnover, or institutions such as hospitals, colleges or manufacturing facilities, this quick change ensures retention of key control and means the difference between liability and secure protection.

This 16-Series Embassy lock is an addition to the Medeco line of interchangeable cores. It provides an entire lockset, with cores that are designed to fit into other Medeco products: rim,



mortise, deadbolts and padlocks. In either case, key control can be installed in a variety of security situations.

What this adds up to is another Medeco lock, with more of the same security, and the added asset of flexibility. Its range of applications allow entire security systems to be master-keyed and specified with one kind of lock, the UL-listed Embassy.

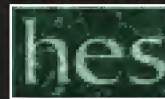
There are a total of eight different functions, such as the entrance locks, classroom locks, storeroom locks, and apartment and dormitory locks. These functions are available in six different finishes with two different door thickness and backset specifications and five kinds of latches. All this in a lock that conforms to ANSI Specification A156.2 and can be installed on doors conforming to ANSI A115.2. It also

conforms to Federal Specification FF-H-00106b, Type 161, and is UL-listed for use on fire doors having a rating up to and including three hours.

The lockset mechanism is constructed of heavy gauge cold rolled steel, and all parts are zinc-plated and dichromated for maximum rust and corrosion protection. The guardbolt on the latch deadlocks automatically and makes it impossible to depress the latchbolt once the door is closed. In addition, protective steel inserts in the cylinder face and sidebar of the core prevent drilling.

The Medeco 16-Series interchangeable core lockset does provide high security, but it does so with key control and flexibility as well. The Embassy lock is cost-competitive with other heavy-duty locksets at the same time. ■

Contact Medeco at (703) 380-5000.



Viro/tru Security Lock Bolt

"The locking bolt can be keyed alike, and its unique non-handed design eliminates the need for left or right handed models. Blanks are easily available."

As America enters the last decade of the 20th century, it appears more evident than ever that there is no such thing as an original idea. It seems the public is continually subjected to re-runs of the same ideas in many aspects of day-to-day living. In television there's *Still the Beaver*, but there's *Star Trek: The Next Generation*. In the movie theater you can go *Back to the Future* again and again. Clothing styles, songs and dances, architecture, books, and more are continually reincarnated.

Welcome are the individuals with the vision to create something new, or change something for the better to meet the supply and demand of the innovation; those with the commitment to develop innovations or solutions that no one else out there is eager or able to offer. This is the attitude and the philosophy that the locksmith industry should take into the 21st century—an attitude of commitment to growth, goal-setting, and trail blazing. The locksmith can lead the way.

Within the multi-billion dollar security industry, the locksmith profession is in an environment with immense versatility, ingenuity and creativity—an environment volcanic with potential. It is important for the locksmith to be able to identify potential, both in terms of his individual business as well as that which promotes industry-wide growth.

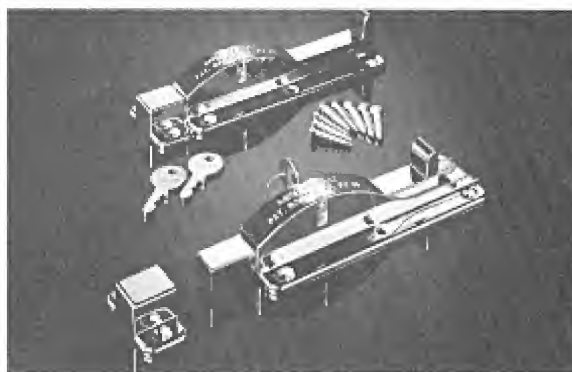
There are a number of ways this can be accomplished. First, each locksmith has his or her own unique ways of addressing security problems. There is immense feedback to be obtained from the locksmiths on how they have solved specific problems, or how they have creatively tackled a security application not previously considered. It is up to the security industry to take note of the contributions the locksmith gives to the industry, and to encourage the locksmith's role in product and service development. Only through nurturing the relationships between manufacturers, distributors and the lock-

smiths can the industry keep up with the ever-changing security industry environment, and keep up in such a way that enhances the economic growth for all parties.

Changes in electronics, hardware, monitoring capabilities and more are continually evident within the industry. New products are being introduced daily. The locksmith needs to be looked to for input on this changing environment. Case in point: Secure U.S.A., a lock/security, hardware development and supply company, expanded to the American market from Europe after extensive research showed the potential for releasing its products in the United States. Prior to certain

the answer to a key security need in virtually every newer home in America, and has other unique applications.

The lock is ideal for many locking applications: sliding patio door, french doors, steel doors, stable doors, marine applications, or on any interior application where added security is a must. The unique non-handed design eliminates need for left or right handed models. Different keyways accommodate many times more potential key combinations. Key blanks are readily available. They come packaged on a convenient display card with everything you need to customize the installation: both flat and raised strikes and eight flat-headed screws.



product introductions, however, Secure U.S.A. consulted with members of the American locksmith community to ascertain input concerning product usage, revisions, distribution, consumer market and more.

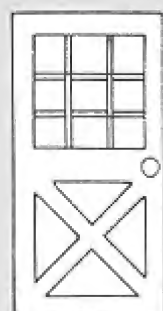
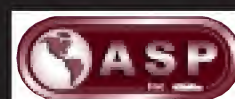
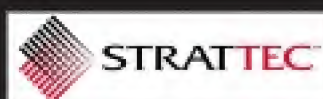
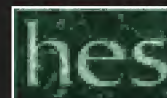
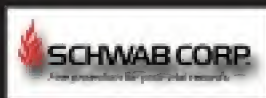
For example, Secure U.S.A., with its affiliation with VIRO/tru®, has introduced an innovative competition for the locksmiths, which provides them the opportunity to create a unique and novel application for the Locking Bolt—a VIRO product recently introduced to the American market—and potentially win \$1000 in the process.

Because the most vulnerable point of entry in a typical residence is the sliding patio door, now there's the VIRO/tru® Security Locking Bolt from Secure U.S.A. This locksmithing product is

Ultimately, this effort leads to the payoff for the consumer. When the consumer considers his security needs, he needs to know a network of professionals is working as a team supporting his cause: the security of his business, home, car, etc. It is important for the consumer to know he, his family, and his livelihood, is being protected and serviced by an industry with integrity.

Currently the company is sponsoring a contest offering \$1,000 in prize money to locksmiths who suggest the best applications for the product.

For more information contact: Secure U.S.A., 6736 Indian Way West, Minneapolis, MN 55435. (612) 942-7932. ■



DOOR

HARDWARE

In this section you will find a variety of items that all have at least one thing in common...door security. Each of these products in some way concerns itself with keeping "them" out. Whether it is a new kind of screw, a new lock, or other protective device, door security hardware is really at the core of locksmithing. If you require more information about any of these products, circle the appropriate number on the Rapid Reply Card.

There is more to door security than locks, although they certainly are the primary security feature. Still, a lock is only as good as the door it secures, and the frame/jamb into which it fits. While you are installing

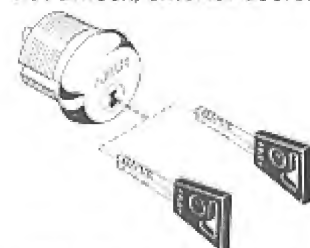
fine locks, make sure that the door and frame are adequate for the job. If not, sell and install some door and frame reinforcement hardware. For an example of such an item, see some of the products featured in this section.

Allow us to take this opportunity to once again ask you to take the extra trouble to *sell* a little bit more on your next service call. Once you have made the trip, it pays to take home a little extra profit. Reinforcement hardware and upgrading of current security are two methods to increase your dollar volume per call. This is good for you, your distributor, the manufacturer, and ultimately, your customer. **MG**

Abloy Disklock Storeguard

Abloy Disklock keys can be cut to operate a lock/cylinder in one direction only, while other keys operate the same lock in both directions. This function enables designated employees to lock and unlock areas that other employees can only lock.

Authorized personnel can have one key that will operate exterior locks in both directions allowing them to lock and unlock the business. Other employees, such as an evening supervisor, can be issued a key that will operate the exterior locks in one direction only; allowing them to lock, but not unlock, exterior doors.

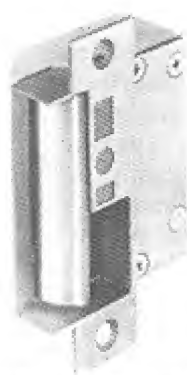


Circle 396 on Rapid Reply

Adams Rite Electric Strike

Adams Rite Manufacturing Co. introduces its 7900 Series of electric strikes for hollow steel frames, the first electric strikes specifically designed to fit the ANSI 3/8" offset preparation.

The basic 7900 strikes come in 6, 12, 16, 24, and 48 volt models, in AC or DC for intermittent or continuous use. They are BHMA Grade 1, all stainless construction and the fail secure versions are 3-hour fire-rated.



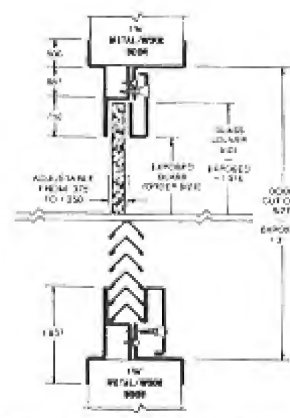
Circle 400 on Rapid Reply

A-J Introduces Glass Frame

A-J Manufacturing introduces a new variable glass frame that self adjusts for glass from 1/4" to 1 1/4" thickness, for installation in 1 3/4" wood or hollow metal doors.

The frame is made from 18 gauge electro-galvanized steel. The corners are mitered and factory welded.

Any size frame can easily be installed and glazed by a single installer.



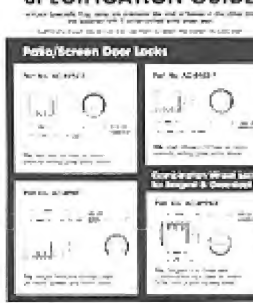
Circle 215 on Rapid Reply

All-Lock Adds Catalog Page

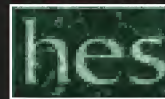
All-Lock Corporation has released a new catalog page detailing the variety of lock plugs they offer for dozens of screen, patio, RV, and other doors. These often hard-to-find products are illustrated with clear dimensioned drawings that make identification of the correct lock a snap.

Locksmiths should contact their local distributors for details.

ALL-LOCK SPECIALTY PLUG LOCK SPECIFICATION GUIDE



Circle 395 on Rapid Reply



Arrow 3000 Series Exit Devices

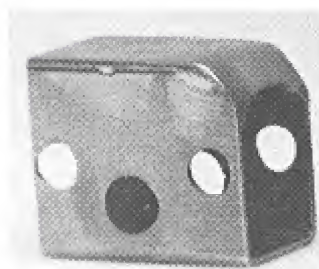
Arrow Exit Devices are adaptable to virtually all wood or metal 1 3/4" replacement applications. Installation is simple and a wide variety of trims, finishes and functions provide ample diversity to the architect or specifier.

The S3700 is a vertical rod device featuring top and bottom bolts and vertical rod variations; S3800 is a basic rim type device while the S3900 is a mortise lock type device featuring brass latch and guard bolts. All exit devices conform to ANSI A156.3 specifications.

C.H.A.M.P.S.™ Debuts 'The Boot'

C.H.A.M.P.S. America U.S.A. introduces The Boot™ CD-2A. This shield is designed to cover Abloy or Assa latch bottoms.

Security is enhanced by using The Boot™ on all Abloy 2000 and Assa 6000 deadbolts. It will defeat the "ice pick attack."



Circle 224 on Rapid Reply

DCI's 940 Series Flush Bolt

Door Controls International, a manufacturer of top quality builder's door hardware, features the 940 Series automatic flush bolt, for wood doors.

These bolts are fully automatic with smooth, easy action and an override feature that prevents bolt obstruction damage. They are also adjustable and come with a thermal lock. An optional dustproof strike is also available.



Circle 223 on Rapid Reply

Doormark Supplies Thin Profile Lockset

The Wilhelm Grundman firm of Austria manufactures a locking system that allows any entry, gunroom or storage door to achieve vault-like security. This lockset is now available through Doormark, Incorporated.

This thin profile mortise lockset fully engages along the entire strike side of the door with a 20mm-long bolt and four 20mm-long locking pins. Even the hinge side of the door can be secured with a series of 12mm-long locking pins.



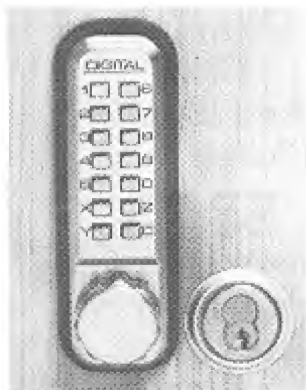
Circle 222 on Rapid Reply

Circle 225 on Rapid Reply

DSI Adds Lock With Key Bypass

Door Systems Inc. has added a key bypass accessory to its digital door lock product line. Designed to work with all the digital mortise installation models, the KBK 6 (6 pin) and KBK 7 (7 pin) utilizes a solid brass removable core rim cylinder which accepts the most popular cores in the industry.

The KBK 6 and 7 install into 1 1/4" bores with tamper-resistant screws and can be added to locks already installed.



Circle 216 on Rapid Reply

Dorma DC 600 STA Series Closer

The Dorma DC 600 STA Series closer is ideal for all situations where severe climatic conditions, or exposure to salt-laden and other corrosive environments exist.

The stainless 600 STA, a hydraulic surface-applied door closer, is trustworthy in damp areas because all components normally fabricated from carbon steel are made from stainless steel. The closer's stainless steel components are joined to a die-cast aluminum closer body for greater corrosion resistance.



Circle 214 on Rapid Reply

DynaLock's Narrow Electric Deadbolt

DynaLock Corp. has introduced the new 1300 Series line of narrow design electric deadbolt locks.

Ideal for new construction or retrofit the 1300 Series requires a 1 1/2" x 8" cutout and a 1 1/4" backset.

The 1300 Series is fail safe and is available in 12 or 24 volt AC/DC with optional auto-re-lock, door position sensor, bolt position sensor, plus architecturally compatible colors and finishes.



Circle 212 on Rapid Reply

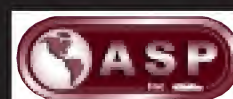
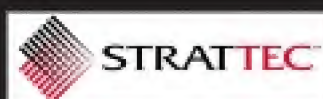
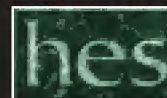
Electronic Exit Button From ELS

The MED450 series heavy duty exit paddles-push buttons from Magnetronics are designed for use as station controls in actuating fail-safe and fail-secure locks and in other electrical systems requiring low voltage normally open or normally closed momentary switching. These locks are available from Electronic Locking Specialties, Inc.

The button features Dual (2) SPDT (or optional Dual (2) DPDT) switches to increase reliance and to help provide a measure of confidence.



Circle 211 on Rapid Reply



Exit Security's Hook-on Series

The Hook-on Series is a heavy-duty security bar, ideal for all commercial exits regardless of door size, available from Exit Security, Inc.

Designed for single or double doors, in-swinging or out-swinging functions, this bar features a unique, patented, hook-on/lift-off operation that is easy to use and emergency sensitive. Use of a padlock is optional to secure the bar in bolted or unbolted positions.

Major parts are manufactured of 16-gauge square steel tubing and finished with gray electrostatic powder epoxy.



General Tool's Panic Bar Retainer

The Panic Bar Retainer from General Tool & Die Co. Inc. allows you to hold a panic bar in the unlocked position by simply placing a hook over the depressed crossbar. This prevents damage from improperly dogging down only one side of the crossbar. Models are available to fit most styles of panic hardware and can be installed on wood, metal and glass doors.

An optional feature is available to prevent unauthorized use of the retainer.



JLM Wholesale Adds Products

As of April 1st, 1990 JLM Wholesale of Oxford, MI will be stocking two new product lines. They are: Adams Rite Co. which manufactures narrow style locks, panic exit hardware, electric strikes, and many other door locking products and Glynn Johnson Co. which produces door control hardware such as, wall and floor stops, overhead holders, pivots, flush bolts, and many other accessories.

Kenstan Introduces Keymatic Series

Kenstan Lock presents the Keymatic security system for showcases, cabinets and furniture.

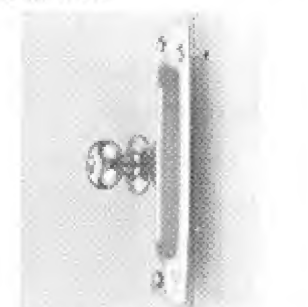
With eight different key settings built into each locking core, the Keymatic Lock offers the unique opportunity to change the keying combination as often as needed with the special gold combination change key. When a key is missing or internal security is compromised, simply reduce the risk of exposure by changing the key setting with the flick of a wrist.



Door Lock Device From Latch Gard

The "Latch-Gard" is an easily-attached door lock security device manufactured by the Latch Gard Co., Inc. The tamper-resistant device is constructed from heavy 12-gauge plate steel and features a jamb pin to prevent prying the door open. Because the device installs with carriage bolts exposed on the inside, the lock covering cannot be loosened from the outside.

Only three holes are required for installation and the Latch-Gard can be used with cylindrical or mortise lock sets.

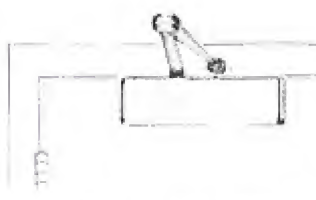


Circle 232 on Rapid Reply

LCN Introduces 4510 Series

LCN introduces high security, tamperproof door closers for high security areas. The 4510 Series is designed for use in all kinds of buildings, including: correctional facilities, hospitals, schools, and corporate high security areas.

The 4510 Series features the Smoothee® cylinder and mounts on the hinge face (pull side) of the door. It is built to resist tampering and abuse. The solid, forged, double lever arm is equipped with saw-resistant steel roll pins in the arms to prevent disassembly.



Circle 230 on Rapid Reply

Lindustries Updates With Leveron II®

Leveron II doorknobs from Lindustries, Inc., feature a new sculptured face, beefed-up split-ring and new forked wrench.

Visually enhanced, Leveron II provides additional strength and easier installation for lever action conversion of all standard doorknobs. A special splitting fits inverted tulips such as Simplex/Unican.

New colors of gray, cardinal red and cordovan are in addition to almond, satin brass, silver metallic, dark bronze and Hi-Glow (glows in total darkness).

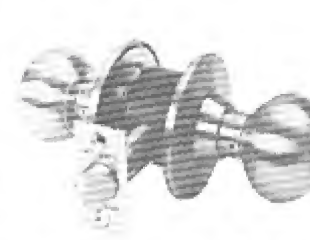


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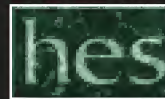
Marks Hardware Cylindrical Latch

Grade 1 and 2 cylindrical latches from Marks Hardware are designed to assure smooth functioning and proper "timing" resulting in trouble-free service under all conditions.

The angle locking piece guarantees that the deadlocking bolt releases with minimum pressure. The locking tail produces smooth and positive latch-bolt retraction when the deadlocking bolt is depressed. Long "arms" maintain constant engagement with the latch tail.



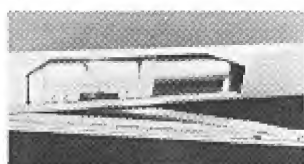
Circle 217 on Rapid Reply



Norton® 7900DPS Overhead Closer

Norton® Door Controls combines remote security monitoring, tamper resistance and precision door control with the new 7900DPS overhead concealed closer. This closer is designed for use in a variety of medium to high security applications ranging from prisons and detention centers to airports and computer installations.

Hard wired to a remote monitoring location, the closer is equipped with a switch that triggers with door movement of less than 1/4". Switch action will instantaneously send a signal alerting the remote monitoring location that door status has changed from "door closed" to "door open."

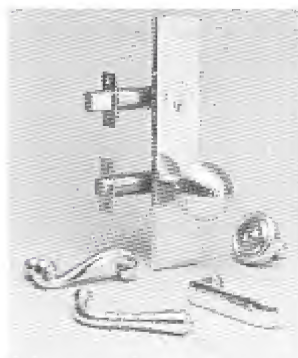


Circle 218 on Rapid Reply

Deadbolt Locksets From Omnia

Omnia's program of deadbolt locksets with solid brass trim is unique in its flush mounted cylinder, conceived not only for aesthetic appeal, but for better protection of the lock mechanism against tampering.

With a full 1" throw deadbolt, these locksets are ideal for new installations or for retrofit on most pre-bored doors. The series offers solid brass knob or lever trim in ten styles and four finishes, with coordinating escutcheon plates.



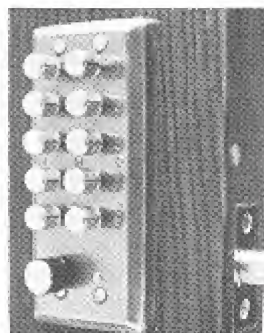
Circle 219 on Rapid Reply

Preso-Matic Double Combination Locks

The double combination keyless locks from Preso-Matic are combination operated on both sides of the door. No entry or exit is possible without using the correct combination when the door is in a locked position.

Mechanically operated, this lock needs no electricity or batteries and it features jimmy-proof hardened steel deadbolt or dead-latch bolts.

There are 10,000 possible combinations for 4-digit locks; 10,000,000 for 7-digit locks.



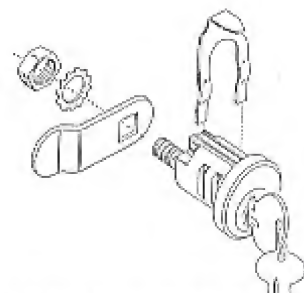
Circle 220 on Rapid Reply

Prime Line Mail Box Locks

Prime Line Products' Mail Box Locks offer a complete line of five pin tumbler cam locking units complete with two brass keys for replacement of original equipment cam locks used by most mail box manufacturers.

This 15 item line is uniquely packaged for the do-it-yourselfer or bulk packed in individual bags for the professional.

The blister carded product offers an alphabetical listing on the back of each card of the various mail box manufacturers.

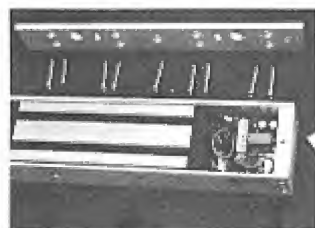


Circle 221 on Rapid Reply

Rutherford Controls' Conford 8300

Rutherford Controls, Ltd. announces the introduction of the Conford 8300 series electro-magnetic lock.

A versatile adjustable mounting bracket allows easy installation and dual voltage 12/24VDC makes it easy to stock and specify. The anodized finishes available in clear aluminum and dark bronze make it architecturally appealing and the three switching options gives it the ability to interface with existing security systems and central monitoring stations.



Circle 236 on Rapid Reply

STI Announces Exit Stopper

Exit Stopper is a highly visible stop-sign alarm to prevent unauthorized use of fire/emergency doors. It is available from Safety Technology International, Inc., of Waterford, MI.

Ideal for stores, libraries, restaurants and other public buildings, Exit Stopper is a completely self-contained system. It comes complete with a choice of tape or screw mounting, a 9vdc. battery, and a keyed locking mechanism for easy deactivation.

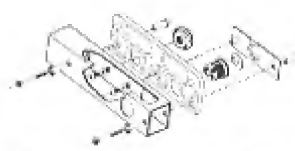


Circle 237 on Rapid Reply

Scotsman's DorGard III

Scotsman Security Products, Inc., now offers its DG3-APS-10 stainless and DG3-APD-10 dark bronze products with a 17-4 heat treated stainless steel latch plate having a Rockwell Hardness Factor of 45.

According to Scotsman's manufacturing vice president William K. Irmer, this switch from the unheat-treatable 303 stainless makes an already good product even more structurally sound and extremely drill resistant. A new 50 year bright (chrome look) type electropolishing finish has also been added.

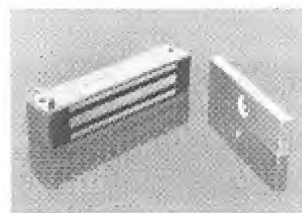


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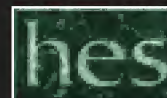
Securitrons New Mini-Mag Lock

Securitron announces its new addition to the Magalock family, the model 32. Called the "Mini-Mag," the model 32 has many of the same features as its larger companion, the model 62, including vandal and weather resistant stainless steel casing, mil-spec cadmium plating for rust resistance, and low power consumption (300 ma @ 12VDC or 150 ma @ 24VDC).

The smaller size with 600 pounds of holding force makes it perfect for internal traffic control doors and sliding doors where high security is not a requirement.



Circle 239 on Rapid Reply



Sentry Door's Lock Guards

The K-Man lock from Sentry Door Lock Guards is a quick and easy way to lock up your sliding glass doors. It mounts on the outside door and blocks the path of the inside door when in the down position. When it is in the up position, it allows the doors to bypass.

Installation is quick and easy using only a drill and a screwdriver. If key security is desired, you simply use a small padlock.

It is available in aluminum and dark brown (durable).

Specialty Hardware Produces Hinges

Since 1963, Specialty Hardware Products, Inc. has been manufacturing steel and aluminum hinges for industrial, commercial, environmental and marine environmental applications.

These hinges are capable of carrying doors 100 to 150,000 pounds. SHP has the capability of designing and engineering any type of hinge requirement and adapting them to the customer specifications.

SHP's EZ-3 and EZ-5 hinge kits have a universal fit with installation in 20 minutes.

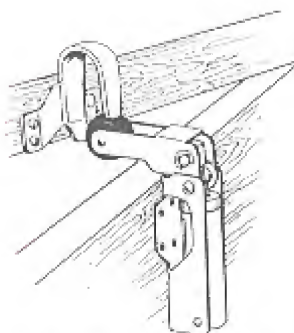


Circle 241 on Rapid Reply

Ultra Hardware's Door Grabber

The hydraulic door grabber closer from Ultra Hardware is the only closing device that will actually grab the door and pull it shut. It will also latch the lock.

Recommended for commercial applications, the grabber operates with a hydraulic cushion piston which actually pulls the door closed and holds it. It prevents winds from pulling doors open or slamming.

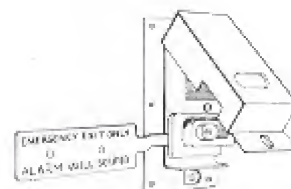


Circle 242 on Rapid Reply

Vigilante Presents Alarm Guard

Vigilante Burglar Bars, Inc. announces the Alarm Guard steel protective cover for Detex and Alarm Lock exit locks. The 12 gauge galvanized steel cover protects the exit door locks from accidental damage and intentional vandalism by shielding the units housing, battery and speaker.

Affordably priced, it creates the perfect add-on sale to service calls and new installations in high traffic or high security areas.



Circle 243 on Rapid Reply

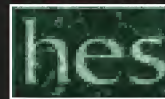
Circle 240 on Rapid Reply



STRATTEC™

The world's largest producer of automotive locks and keys.

[Click here for more information](#)



Abloy Disklock Tubular Deadbolt

The 2700 series tubular deadbolt, from Abloy Security, Inc., provides the security of a double cylinder deadbolt with the exit safety of a single cylinder deadbolt.

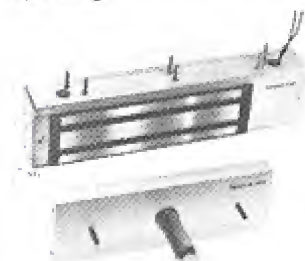
The lock features a thumbturn that can be locked with the proper key. Once the bolt is thrown from the outside, the lock functions as a double cylinder deadbolt. This mode provides maximum protection while premises are unoccupied.



DynaLock's New 3000 Series

A certified 1500 pounds holding force magnet mounted in a one-piece aluminum housing is found on the 3000 Series electromagnetic lock from Dyna-Lock Corp. The housing slides into position on a unique Tee-Track with no visible mounting seams or screws.

The advanced coil and circuitry design accepts 12/24 AC/DC input voltage, built-in spike suppression, lock/door status indication and is available in popular architectural finishes and custom housing that span an entire opening.



Security Bar From Exit Security, Inc.

A heavy-duty security bar, ideal for all commercial exits regardless of door size is available from Exit Security, Inc. It is designed for single or double doors; in-swinging or out-swinging.

The bolt-action barrier features a steel bolt affixed to the door(s) which slides into a receiver or door frame to secure the exit. Use of a padlock is optional to secure the bolt in bolted or unbolted positions.

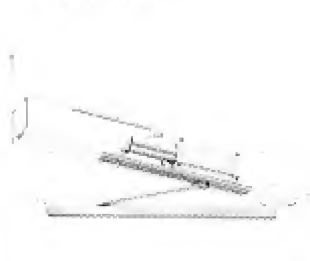


LCN's High Security Closers

LCN introduces the 2210 DPS Series, which combines maximum security with concealed overhead mounting.

This series provides secure door control, resists tampering and abuse, and interfaces with security monitoring systems. The extra heavy duty forged steel arm with a low friction roller and the sturdy jam-resistant track provide maximum security with safe and easy operation.

The track is completely concealed and is designed to prevent jamming and eject foreign objects placed in the track.

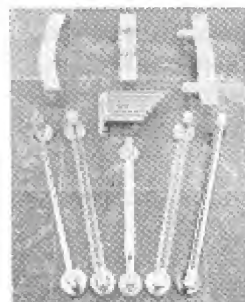


Omnia's New Door Pull Designs

Omnia has expanded their selection of solid brass door pulls with the addition of nine new designs. A number of the new styles coordinate with lever handle trim for interior latchsets and entry locksets.

This new collection includes polished brass, polished chrome, black chrome, and combination finishes. Two of the designs are of lucite with polished brass fittings.

The company manufactures a full line of solid brass builders' hardware suitable for new installations or for retrofit.



PresoMatic's Keyless Mastering

Master Combination Slides are available for Preso-Matic pushbutton combination door locks for multiple installations.

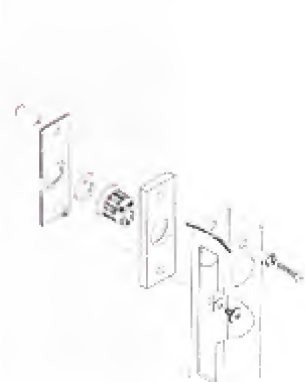
Any four digit Preso-Matic lock can be mastered. Master Combination slides consist of one pair of slides, with two combinations on the same pair of slides: A four digit individual combination, and a six digit combination.

They can be ordered in the lock or may be inserted at a later time.



Scotsman's DoorGard II

Bob Irmer, of Scotsman Security Products, Inc., announces the following additions and improvements to Scotsman's DoorGard II product line for narrow stile aluminum doors: DG2-IXS-15 for Assa 1 1/8" cyl.stls; DG2-IXD-15 for Assa 1 1/8" cyl. D/B; D/B paint 12 oz. can dura (touch-up); new 50 year electropolished finish; and polyurethane baked enamel finish.



Sentinel Has Medeco Jumbo Cylinders

A new jumbo Medeco cylinder for replacement of Russwin/Corbin master ring jumbo cylinders, available in regular or removable core styles and most keyways, has been introduced by Sentinel-Wholesale Hardware.

Locksmiths will now be able to conveniently upgrade their customer's existing master ring systems with the high security Medeco and without having to resort to adapter rings.



Locksmiths on Letterman

"Would you believe that I got to spend an entire day in the company of media stars like David Letterman, Phil Donahue, Elaine Boozler, Skip Eckert and Sal Schillizzi?"

Well, this month your roving Editor really got to hob nob with the stars. Would you believe that I spent a whole day with some of the biggest names in television? Names like David Letterman...Phil Donahue...Elaine Boozler...Paul Schafer...Sal Schillizzi...Skip Eckert! Wait a minute. Who are Sal Schillizzi and Skip Eckert? And how could it be that they rank up there with those other big names?

Let's start at the beginning. It was Monday morning, a slow a.m. at that. I was just starting to wake up with the third dose of caffeine for the day. The phone rang. I picked it up. It was Gardall Safe Corp. calling. They wanted to inform me that the David Letterman show was going to feature a safe manipulation contest on national TV. Gardall had agreed to donate two safes to be used for this purpose. I thought that the plan was great! This would be a good way to acquaint millions of people all at once about the art of manipulation and the abilities of the locksmith.

"When is this event to take place," I asked. "What? It's going to be on NBC tomorrow? Well, I'll be sure to watch and maybe write a small article. Goodbye."

Not ten minutes later Sal Schillizzi called to tell me the news. Now you have to understand about Sal. He is an elder statesman of the locksmith community in New York City. Sal just may be the most famous locksmith in the country. He was featured opposite Robert Redford in the movie *Three Days Of The Condor*. And do you remember when the safes salvaged from the Andria Doria were opened on national TV? Sal was right there on camera working on the doors.

In July, Sal was the subject of a feature article in *The New York Times*. Seems like the producers for the David Letterman show read the article and decided they'd like to have Sal come on the show and manipulate a safe. Sal suggested a competition between himself and official world record holder Skip Eckert. Skip had established the official world record for manipulating at Lockmaster's booth at the ALOA convention.

I asked Sal to provide me with some photos of the event. He recommended that I call Maria Pope, the writer's segment coordinator for the show. I called Maria, and before you could say Jack Robinson, I had wangled an invitation to come observe the taping of the show. What an opportunity! After all, Letterman is just about the hottest program on television.

The next day I hopped a jet for New York. I arrived at my hotel after a frightening cab ride. Every story you have ever heard about New York taxis is true, and then some. I had breakfast with my friend and former college roommate, Barry Akrongold. Then Barry walked me over to Rockefeller Plaza. This is where the NBC studios are headquar-



Talk show host David Letterman.

tered. There was a huge crowd of people in front of the security desk. No one was getting through. But I gave my name to the guard, and I was passed right through the crowd to the elevator.

Up I went to the sixth floor. When the doors opened another guard met me. There I was in the midst of the NBC studios where many important shows are taped...Saturday Night Live, NBC News, and the David Letterman show. Into studio 6A I walked. There, drinking Perrier water, was the king of late night television, Letterman himself.

Then I found Skip and Sal. Considering that they were both soon to appear on national television, I found both of them to be remarkably calm. We chatted for a while, waiting for the safes to be brought in. One day earlier, Ed Baroody, President of Gardall, had delivered the two Model 1812 safes from Syracuse, NY. These safes have a one hour 350 degree U.L. rating and can be described as record or document safes.

Amazingly, I felt right at home. OK, so I was in a room with a man whom I watch regularly on the tube, but Skip and Sal were there too. Just then, two fellows came into the studio, wheeling in the safes. I looked at them for a moment. Then I said, "Richie...Joey, hey what are you guys doing here?"

Now I really felt at home. It was just like a locksmith convention, there were so many of us lock industry people there. Brought in to set up the safe locks were Richard Chakov and Joe De Vincent, Jr. Both are employed at Accredited Lock & Door in Secaucus, NJ. And both have been friends of mine for some time.

The guys got the locks set up for rehearsal. By now things were really getting busy. David Letterman had been sitting around for quite some time while everything was readied. Dave was sitting at his desk, wearing a Dodgers baseball cap and white gym shoes. He was bouncing a football off his desk and the sound echoed through the studio. He used much of this time to confer with Maria and his producer, Robert Morton. Behind him, the famous set twinkled and glowed. His set is a scale model of New York's skyline. On TV it looks very real. In person, it looks quite small.



Letterman congratulates winner Sal Schillizzi.

Finally, with a couple dozen technicians, producers, writers and cameramen in attendance, Sal and Skip completed a dry run. The safes were set up facing one another, so this contest really would be a face-off. Eventually, the locks were adjusted just so, and the director approved the placement of the men and the safes. Both contestants had the chance to check that the dials were spinning freely and that contact points could be felt. Rehearsal was over by about 4 p.m. Now we had to wait till 5:30 for taping.

For the meantime, we sat in the Green Room. This is the room just outside the studio where guests wait to go on the show. A large video monitor shows what is happening in the studio. Plus we could really hear everything through the wall anyway. Especially when Paul Schafer warmed up his band. And rock singer Shawn Colvin warmed up giving us quite a show.

I asked the guys how they thought the event would go. Sal said, "I'm gonna figure about six or seven minutes until one

of us opens a safe. We'll see how close I am."

Who's going to open the safe first, I asked them. "Sal's going to beat my pants off," offered Skip. "The old master" is Skip's description for Sal. And Sal showed a great deal of respect for Skip's well known abilities as well.

Now it was getting close to 5:30. The studio audience was seated. They were a rowdy bunch about to see their favorite late night entertainer. While the crowd was getting warmed up, I sensed that someone new had entered the Green Room. I turned around to see Phil Donahue standing in the back of the room. He was to be a guest on the show that night.



Letterman with safeman, Skip Eckert.

Finally, the moment was here. Letterman introduced Sal and Skip and sat them down at their safes. Sal elected to use a listening device to amplify the sounds. Skip chose to work without one. Dave started the contest and they were off...dialing madly with the full knowledge that both safes had been set to the same secret combination. A timeclock kept track of the passing seconds.

In the meantime, Letterman began to recite his zany "Ten Best Reasons in the World to be Mikhail Gorbachev." Just as he was about to read off the number one best reason, right in the middle of a drum roll, Sal leaped triumphantly to his feet, having thrown the handle of his safe. The time...three minutes and twelve seconds! And Skip had been only seconds behind him, working on his third number. The crowd went wild! Letterman jumped up to shake hands with both locksmiths.

What was the combination? 35-20-40 was selected by the producer and it was set by Rich and Joe. So Sal won the contest. But really I think everybody won. Skip congratulated Sal, and I believe they both deserve recognition for giving the locksmith a lot of much needed publicity. As Ed Baroody from Gardall told me, "I think the show helped promote the name of Gardall, and more importantly, it helped promote the locksmith industry as a whole."

Taping of the Letterman show was over at 6:30 p.m. On the East Coast, the show is on the air at 12:30 a.m. I guess that's why they call it "Late Night With David Letterman." A bunch of us rode the elevator down together. Sal and I parted on the corner where I put him in a taxi.

"Hey," I shouted to the cabbie. "Take care of this guy, he's going to be on Letterman tonight." The driver didn't seem to



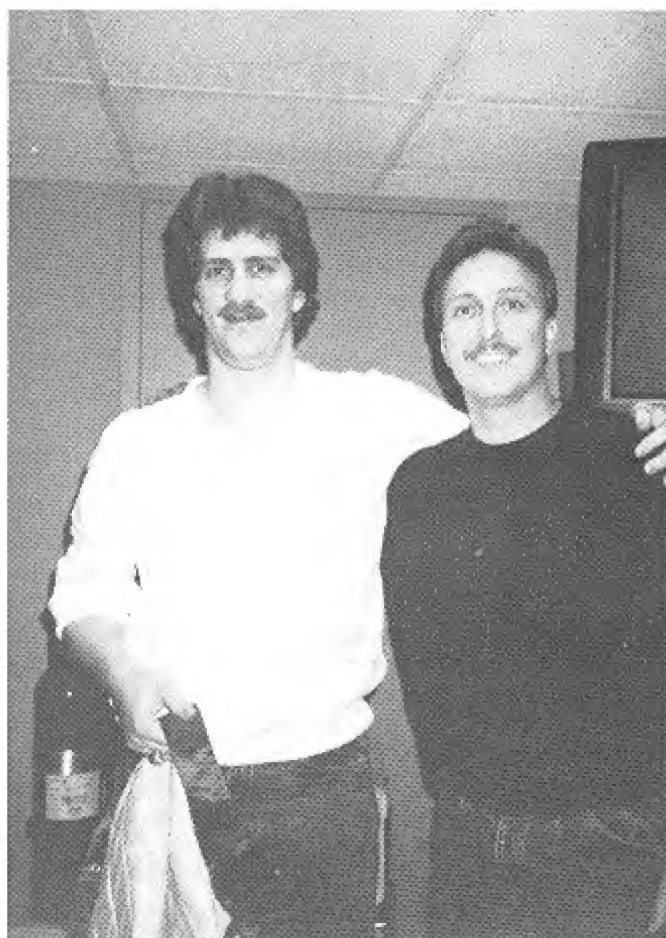
Shown in the Green Room of the Letterman show are staffer Maria Pope along with locksmiths Sal Schillizzi and Skip Eckert.

care as he careened off into the night.

That evening Barry and I met for dinner at a tremendous Chinese restaurant. I almost fell asleep on top of my fortune cookie. After all, I had been up at 3:30 a.m. for the 6 a.m. flight to New York. And now what I really wanted more than anything else was a few hours of sleep.

Back in my room by nine, I fell asleep almost at once. But then I woke up in the middle of the night... maybe because of the unfamiliar surroundings. Glancing at my watch, I saw the time was 1 a.m. Punching up the remote to NBC, there was Dave Letterman in the middle of his show.

Funny, I knew everything he was going to say... ■



Richard Chakov and Joseph DeVincent, Jr. of Accredited Lock set up the safes.

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Computer Program Review

"This article gives information on several masterkeying, record maintenance and key blank cross reference programs. Stay tuned for more in the future."



Send your lock and key questions to Jack Roberts, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Jack Roberts

For quite some time now we have been getting requests from our readers to review some of the computer programs that have been developed for the locksmith. It is a big project, but in this article, we have given you information on a few of the many programs available.

This article gives information on

several masterkeying, record maintenance and key blank cross reference programs. We certainly do not claim that this article is complete. We will be reviewing more programs in the future. But here is a good start on programs offered by Treskat, Locksoft, HPC and Blackhawk Products. Stay tuned, more is to come in the future. You may request further information on any of these programs by circling the appropriate number on the Rapid Reply card located in the back of this issue.

Masterkeying

I have found that locksmiths, generally when talking about computers, are interested in masterkeying and the gener-

ation of masterkey systems. We have looked at a bunch of these through the years and all of them do essentially the same thing; they produce a series of numbers from which we can select those applicable to a certain task.

The problem, as I see it, is that far too many locksmiths do not understand the basic principals of masterkeying and expect the software to make up for the lack of knowledge of the subject.

This often results in the misuse of the numbers generated and the application of a system that is far from perfect. The user then blames the software for his/her own inadequacies. These same people have the same problem with handwritten or published systems and I have yet to



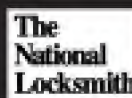
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see a piece of software that will make up for this lack of knowledge. My advice is to learn masterkeying first, then when you are capable of recognizing a problem, put it into the computer and let the software find the answer.

Perfect Master III from Treskat is \$99.95 and available for IBM & Compatibles, Apple Macintosh, Apple II, Commodore 64 and C128. This program is not copy protected.

Written and developed by Ray Nazzaro this software goes by the name of Ransoft and is easy to use. The documentation is very brief, two short pages, but is complete and the new user can be comfortable with the program in a very short time. Just boot and go.

The menus are also brief but complete and the prompts take one by the hand (or finger) and lead, item by item, into the development of a system for 5, 6 and 7 pin locks including Best and Falcon removeable core. By simply entering the lock size (5, 6, or 7 pin) the shortest and longest pins, the safety factor (MAC, ACD, etc.), the step increment and the theoretical master, the GO button will produce as many as 9500 different change keys along with group masters, base masters and page masters.

The total, of course, depends on the lock size, the theoretical master and the pattern of odds and evens. A system can be developed from the theoretical master or the base master as needs require.

Undesirable, unusable and phantom combinations are automatically eliminated and all master keys and change keys are identified according to industry standards with each change key getting the letters of the lowest master that controls it, along with a number.

A pinning chart shows the array of bottom and top pins for each combination and a pin requirement chart tells how many of each pin size is needed for the system. This can be a big assist in preparation since it not only shows how many (#1 bottom, 1224), but also that this is approximately nine gross.

Space is provided to show the location of the combination, who has the key, when it was issued, what it controls, etc., and also when it is terminated or eliminated. Each chart (masterkey, change key, pinning, etc.) can be scanned on the screen, one page at a time, and can be sent to the printer as

required. The very professional 8½ × 11 print-outs provide the locksmith and the customer a complete record of the system.

Each system developed can be recalled at any time for necessary changes of combination locations, key assignments, etc. and those pages affected can be reprinted as needed. Used in conjunction with Keytrax (a companion program from Treskat) complete control of a system is attainable. We find this program to be very user friendly and very complete in its presentation. Knowledge of the standard master key-

ing progression format and the standard key coding system is recommended.

Technical support is available.

Circle 334 on Rapid Reply

MK2 Professional Master Keying Program by Locksoft is \$295. It works on IBM and compatibles with 512 K and DOS 2.0 or greater. It is not copy protected, but has a protection device (furnished) and must be installed before the program will run. The program is in color.

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Combining the latest in master-keying and computer technology, Locksoft has created a program which will produce from one to four levels of masterkeying for 5, 6 and 7 pin tumbler locks from all major manufacturers, including Best/Falcon and Medeco Standard/Biaxial systems. With the capability of producing up to 10,000 change keys under any given master for a pin tumbler lock and as many as 3,000 change keys for Medeco Biaxial systems, MK2 should meet the requirements of even the most demanding user.

Although a thorough study of the documentation should be made prior to execution of the program the new user can "boot and go" by using the Quick Start Guide and create a masterkey system by following the ten steps outlined. Utilizing single screen display, extensive use of windows, top line menu and bottom line function keys, MK2 permits the selection of a manufacturer (Corbin, Schlage, etc.) and displays all of the specs and parameters (default values) for that manufacturer in a standard format for six pins and then generates a TMK.

Any of the default values shown in the description window can be changed

to meet the needs of the user. Six pin can be changed to five, MACS can be changed, and if desired, rotating constant can be selected.

The sequence of progression can be changed, (default is left to right), by simply inserting the sequence desired. Also, any column in the KBA can be set to a constant value. The control key (for I/C systems) default can be changed along with the angles L R C K Q B, or M S D required for Medeco. The default TMK can be changed along with the key biting array. Generally, any change in a default value results in MK2 automatically changing all other values that are affected.

Values not compatible with the system being generated will not be accepted. Masterkeys can be produced at each level down from the TMK and change keys generated from each master. A pinning chart window may be seen for any key selected and of course any information desired can be sent to the printer and key bittings can be sent to an ITL machine. The function key F1 (help) is available at all times.

MK2 does not eliminate unusable and/or undesirable bittings; it does flag those bittings with an asterick and does not assign a keyset number, (i.e.,

AAA19) nor are those bittings exported to the Locksoft KRM program or to an ITL. When a system is completed and acceptable any master key label (AA, AAB, etc) can be relabeled to match its intended use in the actual physical structure of the assignment.

A low time computerist or a person not completely familiar with masterkeying techniques may have some problems with MK2. However, the more advanced locksmith/computerist will enjoy using MK2.

Technical support for all Locksoft programs is available.

Circle 289 on Rapid Reply

Record Maintenance

Record maintenance of a masterkey system is an absolute must if the security of the system is to be controlled. This is often a tedious and time consuming task that can be subject to error from incorrect or incomplete records. Software designed to provide control of a system is available from Locksoft, Inc. and Treskat among others.

Keytrax from Treskat (Monochromes) \$199.95, and requires IBM or compatible with 512K Ram, 1 floppy drive and a printer. A hard

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disk is not necessary. The program is not copy protected.

Keytrax, as the name implies, tracks all keys in a system and provides information, instantly, on who has, or ever has had a key to any door. It reports when the key was issued, returned, or when it is due to be returned. It prints reports on names, doors, master keys, change keys, non-system keys, and other transactions within the system.

Designed for the larger systems that may be required for schools, hospitals, industry and office complexes, Keytrax creates the masterkey system, flow charts and key charts then stores the information on a floppy data disk or on a hard disk. A floppy data disk can contain up to 9,000 names, 5,000 doors, 22,000 change keys, 600 master keys and as many as 10,000 transactions.

The data disk, when initiated, can be sold to the customer for in-house control. Menu-driven, Keytrax operates by asking relative questions and then progressing in accordance with the response. Unacceptable replies to questions are rejected until the correct reply is entered. In most instances the reason for rejection is obvious, in others, the reason is displayed on the screen.

Actually, the user must work hard at making a mistake in data entry.

Designed to operate in conjunction with Perfect Master III from which a system is developed, or with any masterkey system using industry standards of progression from right to left, Keytrax can be implemented in a short period of time by following the detailed instructions contained in the documentation. All data, with the exception of the actual pinning, can be seen or printed on 14 different reports.

PMIII is not exportable to Keytrax. However, the necessary data from PMIII can be entered quickly and Keytrax is operating instantly.

Circle 334 on Rapid Reply

Key Records Manager (KRM) from Locksoft, Inc. costs \$500. This requires IBM PC/XT/AT, PS/2 or compatible with 640K, and DOS 3.0 or higher. 20 meg, or more, is desirable. The color program is not copy protected, but a software protection device (supplied) must be installed before the program will run.

Designed to operate in conjunction

with MK2 (from Locksoft) which is exportable to KRM, this program manages all of the information relating to a masterkey system such as key holder, door hardware, key hook locations, dates issued and returned, access authorization, doors and key sets.

Eleven standard reports can be generated on the screen and/or printed including key issued and key returned receipts, service reports stating when a lock is changed or altered, a history of all transactions of any door, etc. Installation of KRM is fully documented with seven easy steps.

All of the data is displayed on one screen consisting of two windows: a top line menu bar and a bottom line function key listing. F1 (help) is available at any time and may be "zoomed" for easier reading. When a system has been generated with MK2 and exported to KRM, a data disk. KRM1 (available from Locksoft) is then created for sale to the customer for in-house records.

Circle 289 on Rapid Reply

Key Blank Cross Reference

Keeping up with keyblank numbers has become an almost impossible task



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and one that requires weekly if not almost daily, attention. A few of the software people have attacked this problem and offer some real help with their expertise.

Keytrax is available from HPC Soft for \$49.95. It fits IBM and compatibles, and comes in color.

Designed as a foreign and domestic auto key blank cross reference with current production disks containing more than 900 different individual references for HPC/Silca, Taylor, Ileo, Dominion and Curtis, along with a

description of the lock(s) and the 1200 CM code card required, Keytrack puts you on the right blank in a matter of seconds.

Arranged in rows and columns for easy on-screen viewing, the format of the display can be customized to the individual's preference with a choice of alphabetical-numerical or numerical-alphabetical order. Driven by bottom line menu choices, Keytrack is user friendly and requires only a single stroke entry for a selected function.

"A" allows addition of new information, "C" allows changes in existing data, "D" deletes, "F" finds all referen-

ces to a number(s) or letter(s) or combination of each. "N" goes to the next page, "P" to the previous page, "M" to the middle, "B" to the beginning and "E" to the end.

You just can't get much friendlier than that! An entire automobile key blank cross reference chart can be printed in minutes. Technical support is available from HPC.

Circle 295 on Rapid Reply

KBX Key Blank Cross-reference by Blackhawk Products is for IBM and compatibles. It is color but not copy protected. It sells for \$99.00

Written by a working CML, KBX contains over 14,000 cross referenced key numbers which can be accessed by answering "Search for what blank?" An answer such as Y-I, YI, yI or y-I instantly displays 95 cross-referenced numbers from 13 manufacturers in 3, 4, 5, 6, and 7 pin lengths with various bows and extra blade lengths.

If two or more manufacturers use the same number for different blanks those manufacturers are displayed and the question "Whose blank?" is displayed on the screen. Pick number one or two. KBX searches for all possibilities of an entry, including wrong entries.

For example, 1N1, 1N-1, 1-N-1, 1N1, 1-N-1 will display all blanks referenced to 1N-1. A search for an automobile number will highlight a valet key if it exists. Although new numbers cannot be added, existing numbers can be labeled to suit the user and program updates are made available periodically. The latest update; February 1990 is now available for \$10.00.

Complete and easy installation instructions are included with the update. Single key stroke entries from the main menu and the parameters menu enable semi-customizing of KBX and simple entries make this program extremely useful and user friendly.

For further information call: (708) 383-9632.

Circle 296 on Rapid Reply

Perfect Key Cross II from Treskat sells for \$39.95. It works on IBM and compatibles, MacIntosh, Apple II, C64, C128. It is not copy protected and menu driven.

With more than 8500 key blanks cross referenced to eight different manufacturers, PKCII makes identifi-

Continued on page 104



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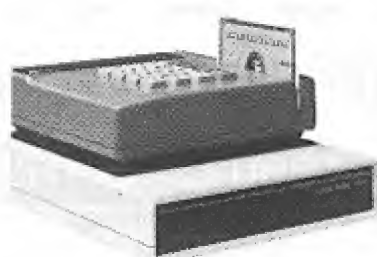
Locksmiths Go Cellular

"If a store can electronically process checks and credit cards, why couldn't we do that via our car phones? Well, guess what? We can with a special machine."



Send your car opening questions to: Shirl Schamp, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Shirl Schamp



In most cities, regardless of size, locksmiths are turning to cellular phones. They are the answer to the perpetual problem of, "How do I answer my phone and be on call at the same time?" In our operation, we simply call forward to our cellular system when we have to leave the office to perform a locksmith service. Even then, unless we

have a window rolled down, the calling customer is not aware that we're not in the office.

What I really want to address is not the value of the cellular phones, but I want to tell you some of the other avenues that your cellular system has opened up for our industry; things we've had a problem with but always

figured we had to live with.

Norm, God bless his nobby head, sometimes comes up with wonderful ideas. He decided we were taking too great a loss on bad checks and he also felt that approving or clearing anything in the middle of the night was a major problem, so he came up with this idea. If a store can electronically process checks and credit cards, why couldn't we do that via our car phones? He found the proper contact and here's what we bought and installed in our vehicles.

It's called a Credit Link. This item allows you to run a credit card verifier/check verifier through your cellular phone. It tells you if a check is



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good and will approve and deposit credit card entries directly into your account. It also allows you to run a lap computer or fax machine through your car phone. Verifying a credit card manually will generally take you two or three minutes. It only takes 30 seconds through a verifier, thus cutting your air time by two-thirds.

Consumers are not the only ones with a plastic romance. Large and small businesses use credit cards to extend their cash flow for bookkeeping purposes. Accepting credit cards is really a necessity of doing business. In fact, many previous cash or check only establishments are accepting payment by credit cards. Even the federal, state and city governments now accept credit card payments for taxes, police departments for traffic fines, and taxi cabs for fares.

Since many locksmiths operate away from a fixed location, the combination of a potential customer without cash and a mobile operation that does not accept credit cards is the perfect example of lost revenue. Remember, if you don't require payment at the time of service, a bill or invoice will have to follow. In the office you will receive the paperwork at the end of the day and then within the next couple days you will process it and mail out invoices. The customer will receive it maybe within a week and hopefully mail back the payment. This complete process could take as long as a month or more. In addition you have the bad debt factor. Accepting credit cards could virtually eliminate the cycle and if handled correctly eliminate the bad debt factor.

This is where the Credit Link attached to your cellular phone comes into play. Not more than five years ago a cellular phone would cost you \$3,000 or more. Today the average cellular costs \$500 with some as low as \$99, installed, making them affordable to any size business. A cellular telephone in the vehicle can not only replace dispatch two-way radio systems, answering services, and pagers but also eliminate the need to locate a pay telephone.

Cellular technology, as a mobile telephone service, has proven itself as a valuable communications tool. It is now proving to be just as valuable a tool for non-voice communications.

Computer data transmissions became popular in the 1980's. In the 1990's mobile data communications will become the new frontier. Just think of this: not only could you use this for credit verification, but with the addition of a transportable fax, and/or a

lap computer you could eliminate the need for stocking code books or a masterkey system in your vehicles, and if you used the lap computer as a terminal, your driver would be able to immediately bring up an account eliminating the perpetuation of an already bad account.

They don't have it available at the moment but I'm sure not too far down the line with the use of the Credit Link, a customer will be able to pay for mobile services with an ATM card, immediately transferring the money from their account to yours, and this total process will be initiated and completed within about 30 seconds.

All these things have, until now, required access to a standard business telephone line. Cellular Solutions has overcome this limitation and has developed this interface device I've referred to as the Credit Link which allows a mobile operation to connect a verifier to virtually any cellular telephone.

The verification process operates just as simply as in any point-of-sale operation; no additional training is necessary. The card is swiped in the verifier, it automatically dials the bank or agency, transmits the data and receives the approval code. Locksmiths can service stranded, but cashless motorists, while reducing their billing cycles and bad debts.

You can accept credit card payment in the store, on a job site, at trade shows or flea markets, all without the need to access a telephone (a land line). This could be the answer to how to run that one man (or woman) operation. If you never had any desire to get big, and operating alone has been difficult because you couldn't be in two or three places at one time, this brings your whole office with you to any place at any time.

Norm and I have installed this in our vans and we are very pleased with the fact that we don't have to worry about bounced checks any longer. We also think that since we are processing the credit cards with such ease, that we probably are going to begin honoring a larger selection of credit cards.

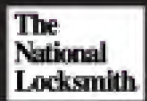
If you are interested in further information on the products I've mentioned, you can call Cellular Solutions at (800) 999-7699, or if you want to find someone in your area that can either deal the products or the whole bank-card/check systems you can call collect: Avi Blankroth at Bancard Systems Div., (916) 967-9727. He is willing to help you make connections in your area. ■



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Side Punching, Again?

"I am looking for new experiences all the time, and whenever things do not go as they are planned, then it seems like I learn something the hard way."



by Dale Libby

Many years ago, an old safecracker whispered to me that the secret of successful safe work was knowing when to cut your losses by using education and enlightenment. He finished by saying that "...experience is the *best* teacher." How well I know that. I am looking for new experiences all the time, and whenever things do not go as they are planned and measured (however carefully), then I learn something, the hard way.

One of my recent experiences where I learned a thing or two was with my delving into the arcane world of the diabolical side-punching of safes and

money chests; particularly Mosler lug door money safes/chests.

As you might remember from my previous article, things did not go as planned and a lot more energy and drill bits were expended than was really necessary. There is a simple solution, however. Instead of side punching directly in line with the locking bolt in a Mosler or other lug door type unit, and encountering the Relsom Rods of Satan, all you do is drill deeper than expected and angle back.

Let's pretend that we have a Mosler lug door to open, and for some reason we have decided to punch the locking bolt back and turn the door open. With this method all hardplate and hardened pins will be bypassed. By reading our manuals, we have tentitively determined the exact distance to bolt center from the face of the door and not the edge of the safe housing. For arguments sake, let us say the distance is three inches. We will mark a line on the side of the

chest at the dial center mark and measure in three inches from the face of the door. (See illustration 1.)

Once we have accurately determined this spot, we now measure back approximately five inches further (toward the back of the unit) and make a new mark. This measurement is not critical, but the thickness of the cladding concrete will determine where to put this mark.

The secret to this modified side punching attack is the angle of the hole that must be drilled. What we are attempting to do is to come at the bolt from the back, avoiding the trouble of drilling Relsom or other types of drill



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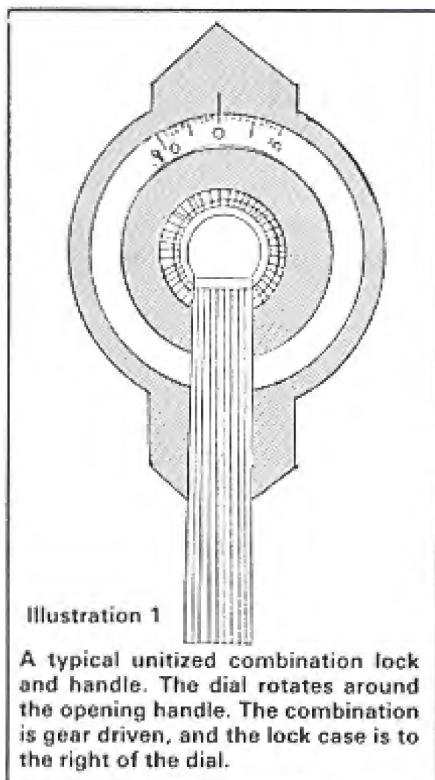
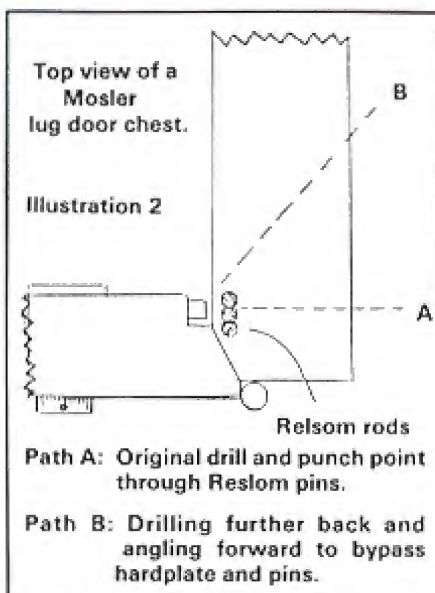


Illustration 1

A typical unitized combination lock and handle. The dial rotates around the opening handle. The combination is gear driven, and the lock case is to the right of the dial.

resistant material. (See illustration 2.)

The angle of the hole is determined trigonometrically. Hint: about 45 degrees is best. Remember, you will be trying to punch this bolt back with about a 5/6" rod of steel. The closer to straight in will lessen the amount of



Top view of a Mosler lug door chest.

Illustration 2

Relsom rods

Path A: Original drill and punch point through Reslom pins.

Path B: Drilling further back and angling forward to bypass hardplate and pins.

pounding. The reason that this back-angle attack is possible, is that the cavity holding the locking bolt is open in the back and can be accessed from a side attack.

I have not tried this method yet but another safe expert remembered that this method of attack seemed to work in the old days. I hope he was, and still is, right.

Side drilling and side punching for

particular parts of a safe or chest is a good way to attack newer safes and a couple of older models too. On some newer units, drilling for a relocker is much easier from the side than from the front of a safe (except X6 varieties). One thing to remember is to use your reference books as a guide, not as the final word.

Side punching is a good attack on certain Remington Rand type units, where the dial surrounds the opening handle, on both single and double door units. You will be familiar with many of these units under various names, York, Diebold, etc.

The reasons for side punching on these safes are simple. There is an excellent hardplate on most of these units, it is hard to drill in any easily accessible and safe places in the lock, and it is impossible to get replacement locks for these units. Drilling into any part of the lock, if that is what you decide to do, must be precise and accurate.

These combination locks are gear driven and the drive wheels, the relocker, and the type of bolt are specific to that particular safe and lock. The 072½ and

Continued on page 104



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NCLA Show Interrupted

"A huge transformer three doors down from my room had let go resulting in an electrical power outage in the hotel. There was also the possibility of an explosion."

by Barney Goldberg

BRAAACK!!...BRAAACK!!

GET THOSE PEOPLE OUT OF HERE!

CRASH! (The sound of broken glass as a fire call panel was broken.)

BANG! BANG! (On the door to my room.)

GET OUT! GET OUT!

My locksmith friend, Brad Volpe and I met in the hall, full of sleep, half dressed and me without my glasses, socks, wallet or more importantly a jacket. The lights didn't work and it was as black as the inside of my pocket. I couldn't find anything!

We assembled outside on the parking



The site for the convention, the Holiday Inn, stands deserted. It was evacuated due to an electrical emergency.

lot in front of my rental car. It was cool. I reached in my pocket for the car keys but they were in the room with the wallet and my other things. Outside with us were other equally bewildered guests in varying stages of undress—some without shoes, some in pajamas and one poor soul in a bath towel. All in all, Brad and I didn't far too badly.

The North Carolina Locksmith Association was scheduled to have its annual meeting at 9 a.m. and we were in place, ready for the action. Boy oh boy, what action! A huge transformer three doors down from my room had let go resulting in a power outage in the hotel and the possibility of a fire and/or



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Lucille Mondy chats with Doug Wilmouth, association president.



Barney Goldberg, V.P. of Sales for Silca, mans his impromptu outdoor booth.

explosion.

I had never been to the North Carolina Show and this was to have been a first, not only for me, but for my new company Silca Key Services as well. Brad and I had flown from our Florida home to Charlotte that evening and unpacked our key machines, and assembled our key blanks, ready for the morning action. But it wasn't to be.

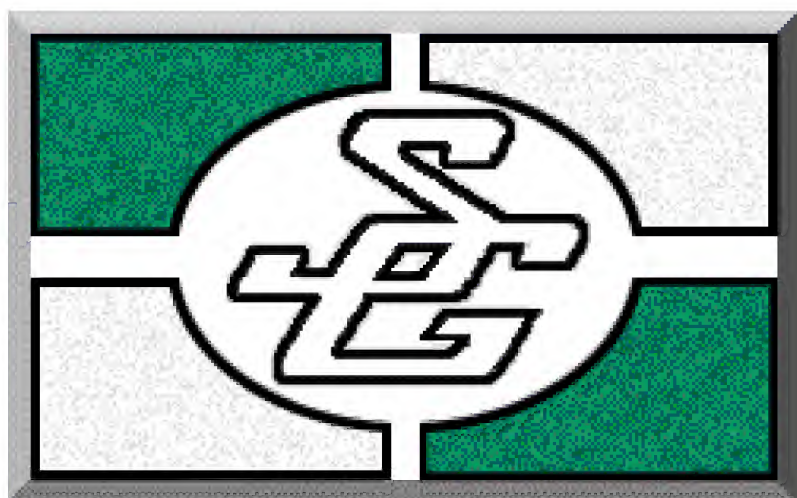
Around 1:20 to 2:30 a.m. cool turns to cold. Lucky us. We found a friend with a van and bunked in. It had no seats in the back, but it was warmer. The power company, fire department

and an ambulance were all in attendance with lights flashing and rain-coated people scurrying about, some with respirators and axes.

Finally at 2:30 a.m. a hotel representative with a bull horn told the 300 or so people assembled that because of the danger we would have to leave the premises and would not be allowed back into our rooms to retrieve our belongings. Our friends with the van, Brad, and I opted for a Howard Johnson's Motor Lodge about a mile down the road and bedded down for the night.

Four hours later we returned to the Holiday Inn and were escorted to our rooms by a uniformed security guard who looked like an eighteen year old North Carolina State Trooper. We collected our suitcases and were turned out.

The show did finally take place, in the parking lot, with a bunch of albino-eyed locksmiths stumbling around weary from the loss of sleep. Those that did attend were bound together by the shared experience and a sense of—no other way to say it but—brotherhood. ■



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Changing Times

The Lighter Side

"There was one gang of safe-crackers, back a few years ago, that came up in federal court in Del Rio. Four men and three of their girlfriends as I recall."



by Sara Probasco

It's difficult for some people to realize how recently in Texas history some of the "Wild West" shenanigans took place. Before moving to west Texas and learning differently, I had relegated such activities to the distant past. They were things you read about in history books or saw on the silver screen. Then Joe Newton walked into our locksmith shop.

The name Newton may not ring a bell with you, but it is well known in and around Uvalde County. The Newton Brothers, four in number, grew up in these parts during the pre-depression era. They were an enterprising lot. When times got hard, they found ways to make more money than you could shake a stick at. They robbed banks and trains.

Authorities have stated that they netted more booty than Jesse James, the Daltons, Butch Cassidy, and all the others put together. Between 1920 and 1924, in a territory that spanned an area west of the Mississippi and between Mexico and Canada, they robbed six trains and 80 banks, carrying away cash ranging from \$30,000 from a bank in Houston, Texas to more than \$3 million from a mail train at Rondout, Illinois.

These four "businessmen," as they referred to themselves, did not wear masks and carried weapons only for their own protection. They had taken a vow among themselves never to shoot to kill. To ensure that vow, they loaded their weapons with birdshot.

When asked why they never committed a robbery in Uvalde County, Joe

replied that they did not want to bring harm to their neighbors. "Besides," he added with a twinkle in his eye. "I did all my banking in Uvalde."

Although they were eventually caught and brought to justice, they managed to bargain their way out of lengthy prison terms by returning part of their ill-gotten gains.

After his release from Leavenworth, Joe returned to the old home place in Uvalde, where he lived out his life in relative peace and quiet, except for a 20 year term he served in jail for a bank robbery he vehemently denied committing. (The judge sentenced him saying that even if he was innocent, it would "pay back" for all the times he had not been caught.)

After serving their respective times in prison, three of the four "Terrors of Texas," as they had been dubbed by one writer, settled to a quiet, peaceful life in Uvalde.

The fourth brother could not endure a calm life long and broke out of a nursing home, at the age of 76, to rob the Rowena, Texas bank. (Interestingly enough, Rowena was the home of another bank robber, Bonnie Parker, of "Bonnie and Clyde" fame.) As fate would have it, Dock Newton's final robbery was hindered by a malfunctioning burglar alarm going off in a liquor store across the street from the bank. Wasting no time, the sheriff and his deputies surrounded the bank in error before Dock had time to escape.

The Newton house is said to have had a front sidewalk paved in gold dollars. Some say they were only silver dollars. Some reject the whole idea. Nevertheless, numerous round, flat identations remain in the concrete where something has been removed.

A retired U.S. Marshall from Uvalde, was in our shop recently, telling us tales about these and other safe crackers who used to ply their trade in the area. "You know, it's a real shame," he said. "But all the old pros are about gone

now. Nobody knows how to crack a safe with style anymore. They just slam, bang and if it doesn't open, they move on. It's taken all the fun out of it."

He paused, remembering. Then his eyes sparkled and he continued. "There was one gang of safe-crackers back a few years ago, that came up in federal court in Del Rio. Four men and three of their girlfriends, as I recall.

"Those folks were something else. They were out to crack one of the old cannon-ball safes, so they stole one of that same type and carried it clear to Arkansas to figure out how to get into it. By experimenting with various chemicals and gasses they finally managed to devise an extra-hot torch that was a lot like the new Thermal Lance. It would cut right into those suckers."

He shook his head and chuckled, his mind sifting through the hundreds of memories it held. "There was another cracker I'll never forget. He was from over in San Antonio, name of Jim. He'd steal dynamite and boil it down to get the nitro glycerin from it to blow the safes. One time, he was after a safe at a meat packing plant. The night he decided to blow it, I happened to be sitting in my car, just a couple of blocks from the plant. I remember feeling the ground shake, but it never occurred to me what it was. In fact, I wondered if we had some kind of earth tremor, or something."

"It was the next day before anybody knew what had happened. He'd thrown two or three sides of beef over the safe to muffle the sound, and had blown it with nitro. Talk about a mess!" The Marshall laughed.

"Jim took a real pride in his work. I'll never forget, when we finally caught him, I drew the job of transporting him to the state penitentiary. As we were driving along, I asked him, 'Jim what do you think you'll do when you get out?' He paused for a minute, like he

Continued on page 105

Marketing A Lockshop

"Marketing is using techniques to make a profit at your enterprise. There are many approaches you can take. Let's address the small shop."

by Robert Boli

We hear a lot of fanfare about marketing strategies and how we can all be rich if we send the money for a quick fix success formula. Well, I am here to tell you that it's all a pile of Basket Straws.

Marketing is basically the techniques used to make a profit at your enterprise. There is almost as many approaches to marketing as there are potential enterprises to market. There is "top down," "niche," "direct," and even "bottom up" marketing just to name a few. For this reason I will not be giving you a course of instruction within this short article. My intention is to address the

small lockshop owner, who may be having difficulty finding the market or the new locksmith who is just starting out.

Many new business owners fall into the trap of saying "This is what I can do and here is my business, so now let's make the people come and buy our product." This is fine and dandy if you are the only business providing your unique service in the greater Chicago area. However, if your area is populated with similar services, many students of marketing would suggest you take a different approach. That is, look at the people who are the buyers first.

"Bottom up" marketing, as it has

come to be known, is a system that is gaining much popularity, especially in the realm of small business management. As a matter of fact there are many examples of this concept in practice in the locksmithing industry that are doing quite well at securing their little corner of the market. I will give you some specific examples in a few moments but first let's look a bit closer at the process.

I am assuming first that we are talking about a small operation; a partnership or possibly a sole proprietorship. I believe that most young and starving shops will fit into this category. Secondly, I assume that the operator(s) are reasonably qualified in

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their trade; in this case, locksmithing.

Now, let's get into the meat of the system. First, go to the potential buyers and see what their needs are. "Good morning Mr. Consumer. Do you need a locksmith? Have you ever needed one? When would you consider calling a locksmith? How much would you expect to pay? Do you have deadbolts on all of your doors? Are all of your locks keyed alike? Would you rather pay for a locksmith to come to you or would you rather do some of the labor yourself and take the work to the shop? Would you expect your locksmith to carry only "top of the line" or should they have an "economy" line as well?"

After ascertaining what the consumer's needs are, you then take a look at your competition. Of all the services that the consumer needs, are there any that are not properly addressed by the existing lockshops? Are there services that are not currently being adequately provided?

If you take a look at the business world that is forming around you even as we speak, you will find that the entrepreneurial hotshots are not business people who fell out of a mold. These are people who sought out a need and then set out to answer that need with a

product or service. The Mary Kays and the Famous Amos' and Harry Millers of this world did *not* develop vast empires by plodding along in the footsteps of those who went before. These people saw the new potentials and seized them. They made some changes and the changes made a difference.

I mentioned earlier that we have examples of these "new breed" locksmith businesses already out there and I promised to cite a few specifics. Before I get into that, however, let me give an overview of the typical "existing" lockshop.

These vary from sole proprietorship to shops with 15-plus employees. They are generally in a high cost store front on a prominent street or in a strip mall. These shops are often operated by a semi-retired person, or there are several semi-retired persons on the staff. This often reduces that "drive" to increase the income. As a rule these businesses are only open during fixed business hours and are difficult to get hold of after hours. Almost all of these shops are exactly like the next one, operating at high overhead, maintaining a hardware store appearance, and in the back is a cluttered work bench with a bunch of impressive looking machines, and

piles of brass filings.

To compete with this style of shop would be a cinch. Begin by lowering the overhead. Do not maintain large stocks. Stay self-sufficient and highly mobile. Operate out of your home. Become highly efficient at what you are called to do most. If you want to do auto dealers, become quick, effective and economical. Learn to replace lost keys in 10 to 15 minutes per cylinder. Impression, read wafers, know where to find the codes fast, and have tools organized for the type of work you are doing. Get in and get out to your next job.

Does your area need a residential locksmith? Don't try to compete with the hardware stores—sell your service. That is what you have that they don't. Get your money on the labor. I used to offer a coupon special on "economical deadbolts" for \$45 installed. I'd get the deadbolts when the local discount house had a sale, for around \$10 a piece. I'd then tack on \$35 for my labor. As the calls came in I'd schedule them six to the day, which is not that tough since I had all the tools ready and I had already become highly proficient at the brand that I was selling. This

Continued on page 106

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Tools By Aable Locksmith

"The Side-Kick was designed for use in many applications. It is economical, easy to use, and versatile. The cutter has been redesigned to be faster and longer lasting."

A able Locksmiths is a company which specializes in producing unique and helpful tools for the locksmith. Owner Frank Markisello has been a locksmith for twenty years, and he has designed his line of tools with the locksmith's needs in mind. This article will present a review of tools available from Aable.

The Side-Kick was designed for use in many applications. It is economical, easy-to-use and versatile. The tool can be used to aid in removing G.M. indash ignition cylinders used on cars from 1950 to 1968. These cylinders were also used on trucks and vans until 1983. The task can be accomplished in less than five minutes. The Side-Kick will also



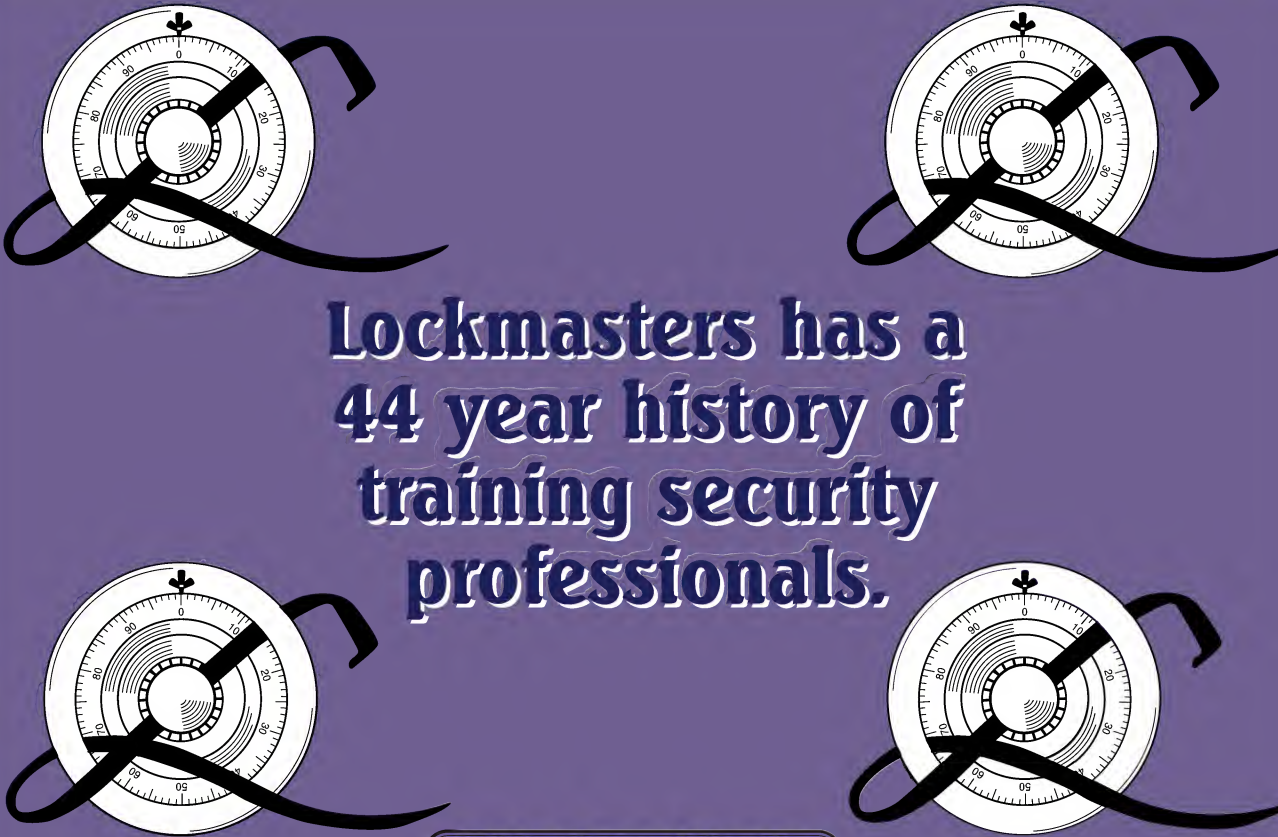
1. The Side-Kick tool.

help in removing all G.M. steering columns from 1969 through 1978, AMC columns to present, and Chrysler to present. (See photograph 1.)

The guide block will make drilling for the side bar fast and easy. It also simplifies opening of all G.M. trunks from 1950 to now, as well as all doors on Blazers, hatchbacks and tailgates...even if they have plates, emblems, or relocking devices. The cutter has been redesigned to be faster and longer lasting. The master key blanks are now made of steel for strength and durability.

The new special cutter and pilot for the Side-Kick will give more cuts and better accuracy. These improved features are now included in all kits being shipped. Locksmiths who already own the kit may update theirs for a nominal fee. (See photograph 2.)

The Ford Side Bar Drilling Guide is



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2. Cutter, Pilot and key blanks.

a tool which works on all Ford side bar ignitions from 1984½ to present, including Sable and Taurus. (See photograph 3.) No other tool is needed and the job can be completed in five minutes.



3. Ford Side Bar Drill Guide.

Designed to last a lifetime, simply insert the block into the keyway, drill through the pilot hole until you shear the side bar and turn the cylinder to the on position. Drop the shroud around the column, push in on the locking pin and slide the cylinder out. Insert a new one and you are finished.

The Ford Disk Out Kit is a unique composite tool and drilling jig system. It is designed to service all pin tumbler type Ford ignition cylinders from 1976 to present. (See photograph 4.) This

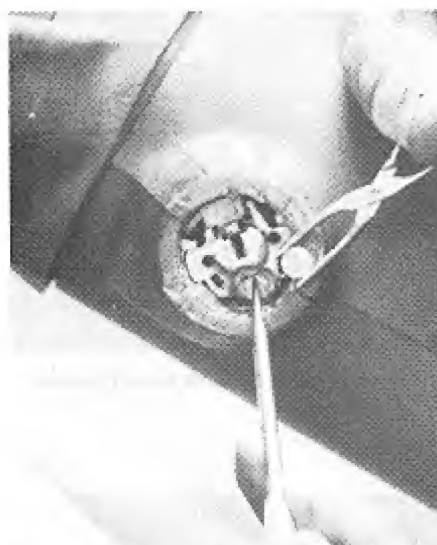


4. Ford Disc Out Kit.

device simplifies removal of the cylinder from the housing when the ignition is in the locked position. As you know, this cylinder must be in the on position to be removed. However, when there is no key or the cylinder has malfunctioned, drilling is a practical solution.

In the past, this has presented some problems for the locksmith. The Ford ignition has two locking devices, not one. Without the proper key, the cy-

linder must be carefully drilled to release both locking devices simultaneously.



5. Shear line is visible. Disc is removed.

To further complicate the situation, Ford engineers blocked the shear line with a hardened steel disc making it difficult to drill or shim the pins. The Disk Out Kit will enable the locksmith to drill out and remove the hardened steel disc in less than a minute. (See photograph 5.) Once the disc is removed,



6. Ace Breaker Kit.



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if needed, you can simply drill for the shear line. The job still takes five minutes or less.

The Ace Breaker Kit can be used on virtually all locks and cylinders which use standard tubular keys. (See photograph 6.) This unique kit does not cut the pins and springs. Therefore, the job is easy even if the cylinder has steel pins to prevent drilling. The first tool removes the hard head in a few seconds. Then the second tool will guide your 5/16" drill bit down the center core, about 1/2" deep. The core will become dislodged from its housing. Rotate to open the lock. (See photograph 7.)

With certain cylinders, you can simply insert the breaker into the keyway. Apply torque toward the open position, and the lock will open. (See photograph 8.) The kit comes with complete instructions telling you how to open different types of locks and cylinders. This includes vending machine locks as well as some high security locks. The kit will even work on many car hood and trunk locks which have after-market, tubular locks applied.

As you have seen, the Aale Locksmith line of tools and kits are designed to simplify many jobs which locksmiths do every day. For more information call: (718) 847-1377. ■



7. Some locks use both tools to open.



8. Certain locks can be opened with torque.



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Finding The Combination

"Many of you may be asking if we have access to the rear of the lock, why not just remove the back of the lock and avoid all this troublesome reading of the lock?"

by R. Lazich

Many safemen and locksmiths attempting to open a safe door may have an occasion to open the safe by dialing out the combination through the change key hole. The access to the change key hole can be gained by side drilling and using a borescope or boring a hole in the rear of the safe to view the opening.

If the safe door has a chrome plug over the change hole this plug can be pulled off with a special tool resembling a screwdriver with a slight bend on the end. (See illustration 1.) If a cover is present then a long screwdriver entering from the rear may have to be used to remove it.

Many of you may be asking if we have access to the rear of the lock why not just remove the back of the lock and avoid all this troublesome reading of the combination? The answer is quite simple. The rear of the lock is usually attached to a spring-powered relocker and setting this off would cause additional problems. A point to keep in mind is that no matter how big or what kind of metal plate covers the lock, if it's a key change lock it will usually have easy access to the change key hole for convenience of the safe changer.

Before we dive into the methods for opening a lock through the change key hole, some interesting points should be

brought up. If the drive cam is in the front of the lock then there is no need to read this article. Safes made by Mosler and Diebold for example have their drive cam in the front of the lock so that if viewed through the change key hole the tumblers will line up in their proper order and shouldn't present any problems. It's just a simple matter of writing down the gates as they line up and transferring to the drop-in point.

The lock that presents the real problem is the Sargent & Greenleaf lock found on most safes in today's safe market. It is a common lock and the drive cam is in the rear, meaning that the first wheel you see is actually the third number and it also is in the way of



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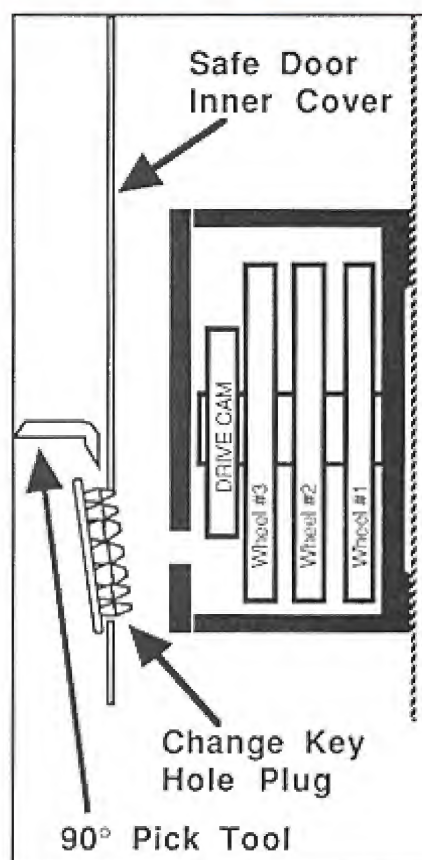


Illustration 1: Remove the change key plug.
the first two wheels. There is, however, a very simple but effective method for

dialing open the safe that you are working on. It wouldn't hurt to take the time to mount a Sargent & Greenleaf combination lock on a piece of wood to practice this method, unless you have a safe door to use.

The method described here involves finding the second wheel gate first to determine the second number, then the third number and finally the first number. After the three gates are visible in the key change hole, a simple transfer is made to bring the wheels up to their drop-in point. Let's get started finding the second number. Begin by turning all wheels right four or more turns to pick up all the tumblers.

Now turn the dial left until you see the third tumbler moving. Dial slowly and watch for the gate opening as you see in illustration two. If you do not see the middle wheel gate, turn right again and turn the gate until you feel the third wheel just touch the two wheels and move these wheels about $2\frac{1}{2}$ numbers. Then turn back left again until the gate of the third wheel is visible.

If, when looking into the key change hole you see the third wheel gate and not the second wheel gate, repeat the process again and again until the second wheel is visible. What you are doing is

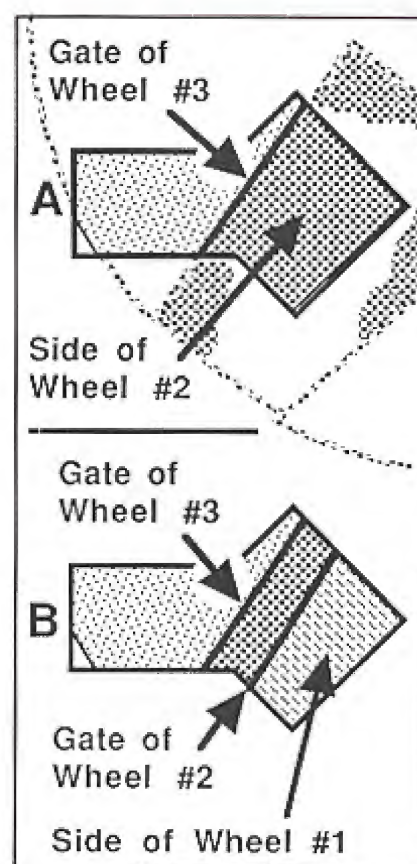


Illustration 2: View through the change key hole.
turning the wheel pack (No. 1 and 2 wheels) to the right a little at a time and



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turning back to the left to the third wheel and looking through its gate to find the second wheel gate. The third wheel closest to you is easy to move around the dial. It is a turn away from the drive cam.

As you see in illustration two-B, the second wheel is now visible through the gate of wheel three. Repeat the process of turning the dial to the right but instead of having the third wheel come around and move the first two wheels, stop at this point and write down the combination of the number as follows: L-? four times, R-86 three times, L-? twice.

Let's do the third number. Looking again into the change key hole turning to the left, write down the third number. You can verify your progress by turning the dial three times to the right and twice to the left and see if wheels two and three are in alignment. Our safe combination needs the third number added to it now, which is 25 on the safe we're opening.

This method of finding the second wheel and moving the pack around does not require constant back and forth viewing from change hole to dial. Instead you are going to feel the one and two wheels and move them about

2½ numbers ahead, ever so slightly.

Not until the number two wheel has to be written down is it necessary to ever view the dial. Remember we don't have to be exact, we are not manipulating. Write down the third number and to find the first number, simply start at 0 and go around the dial in fives. We don't know the first number but we do know the second and third. Redial the whole combination each time.

Start with zero and continue

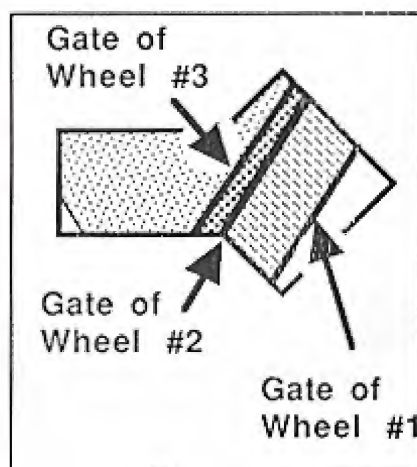


Illustration 3: As the gate in wheel #1 is aligned, you will see the back of the lock case through the wheel gates.

around the dial, checking the gate alignment and looking for wheel one. In illustration three we have finally found the gate for wheel one at 25 but it is out of alignment. To correct this problem add or subtract one or two numbers until it is aligned perfectly.

Our combination now reads as follows: L-70 plus 42 equals L-12, R-86 plus 41 equals R-27, and L-25 plus 43 equals L-68.

Notice our combination found

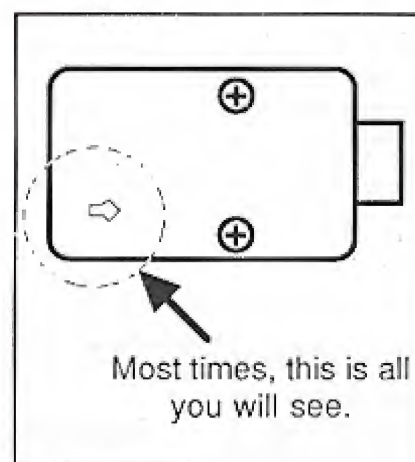


Illustration 4: By observing the position of the change key hole, you can tell the mounting position of the lock.

Continued on page 107



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Lock Museum of America

"Pack your bags, jump in the car and head for Terryville, Connecticut to visit the Lock Museum of America! You will find examples of locks both ancient and modern."

by Marc Goldberg

Are you interested in the history of locks and locksmiths? Of course you are! Wouldn't it be great if there were a museum filled with locks from ancient times to the present? Boy, if there were such a place, it would be more fun for a locksmith than Disney World.

Well guess what? Pack up your bags, jump in the car and head for Terryville, Connecticut to visit the Lock Museum of America. This excellent museum is located north of New York City in the Waterbury area. Here you will find examples of locks both old and new, but especially interesting is the collection of really old locks, including one which is four thousand years old. That, of course, would be the Egyptian pin tumbler lock.

The Lock Museum of America was founded in 1972 and is overseen by curator Thomas Hennessey. Eight display rooms contain a tremendous collection of locks and locksmith related items. These include a cannonball safe, thirty early time locks, British safe locks, padlocks, handcuffs and keys. The Eagle Lock room displays over a thousand locks dating from 1854 through 1954.

A bank lock room shows bank locks, vault and safe locks as well as time locks. One of the locks on display is a 200 number dial combination lock manufactured in 1865. An article on this lock appeared in the September 1989 issue of *The National Locksmith*. Also, a special Yale room shows locks manufactured by the company from 1860 to 1950. Here you will find the original patent model of the mortise pin tumbler cylinder designed by Linus Yale, Jr. in 1865. That model is the grandfather of millions of cylinders still in use today.

At one time, Connecticut's largest industry was lock manufacturing, thus the location for the museum. Thomas Hennessey has devoted a large portion of his life to setting up and improving



Eight room Lock Museum of America building, built in 1980.



On of 10 panels in the antique lock room and loaned to the lock museum by Jay Nelson, owner of the Mercer Lock Co. of Philadelphia, PA. These panels were part of his father, Bob Nelson's, famous lock collection.

the museum's collections. He stresses that the lock museum represents an interesting part of American history. Of course, it is especially important and interesting to those of us who make our living in this industry.

The Lock Museum of America is located at 130 Main St.; or write to P.O. Box 104, Terryville, CT 06786, (203) 589-6359; Thomas Hennessey, Curator; Lester Harris, President; Gordon Erling, Vice President. The museum is open daily from May through October. The hours are from 1:30 p.m. to 4:30 p.m., closed Mondays. Admission is \$2 per person.

Admission, however, is free for members. Consider joining this worthwhile organization, as I have done. Membership is \$15 for a single, \$25 for a family, \$100 for a company or organization, \$150 for individual lifetime and \$1,000 for company life membership.

The history of locks and locksmithing has long been a proud tradition in America. Visit the Lock Museum of America and see for yourself. ■

Business Briefs

Scott Joins LSE As President

James J. Scott, has been named president of Locknetics Security Engineering (LSE), of Forestville, CT.

Active in both professional and community organizations, Scott is a registered professional engineer in the state of Connecticut and Vice Chairman of the Construction Institute at the University of Hartford. He received an MBA from Wayne State University, Detroit, MI, and a BAE (Bachelor of Architectural Engineering) from the Pennsylvania State University, University Park, PA.



S&G Announces New V.P. of Operations

Sargent & Greenleaf has just announced the appointment of Dennis Rose as executive vice president of operations. Rose was selected from a field of over 400 candidates.

Rose began his manufacturing career as a foreman of a General Electric facility which produces mechanical and electronic components. Among other executive positions with manufacturing companies, he served as vice president and general manager of Algonquin Industries International. Most recently, he was vice president of operations for the Mallory Timers Company Division of Emhart, Inc. During his career, he has guided companies through the transition from traditional to modern manufacturing.

Schlage Announces Supervisor Appointment

Schlage Lock Company has announced the appointment of Goli Atarod-O'Connell, customer service supervisor.



In support of the company's commitment to customer satisfaction, Schlage Lock Company continues to focus on sales and marketing support services. O'Connell will be responsible for customer service activity in both domestic and international sales, and her main objective will be to continue to improve upon providing timely information to customers and to exceed customer expectations of Schlage as a supplier of security products.

Before joining Schlage, O'Connell was the customer service and communications manager for Liquid Air Corporation, Walnut Creek, California.

Lockmasters Adds Two To Customer Service

Lockmasters has added two new people to their customer service division.

Mike Moynahan comes to Lockmasters after 10 years of industrial sales with Allied Tool & Supply Co., servicing accounts in the Central Kentucky region including IBM, FMC, Trane, and others.

Scott Green comes to Lockmasters after two years as shop manager for Ron's Lock Shop in Nicholasville, Kentucky and three years as Chief Dispatcher for the Air Forces 354th Transportation Squadron, Myrtle Beach Air Force Base, South Carolina.

Corbin & Russwin Appoint Piepenbrok To Post

Paul F. Piepenbrok has been appointed to the position of sales representative for Northern Florida by Corbin & Russwin Architectural Hardware of Berlin, CT. Corbin & Russwin is a Black & Decker company that manufactures a full line of builder's hardware products.

Piepenbrok joined Corbin & Russwin in 1984 and has held sales positions in southern California, southern Texas, and Tennessee.



Armstrong Named Amlok Eastern Sales Manager

American Lock & Supply, Inc. created a new management position for the Anaheim, CA based door hardware distributor.

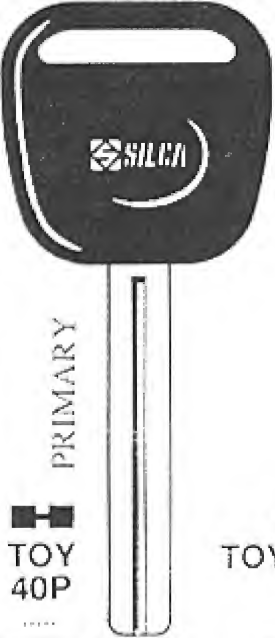
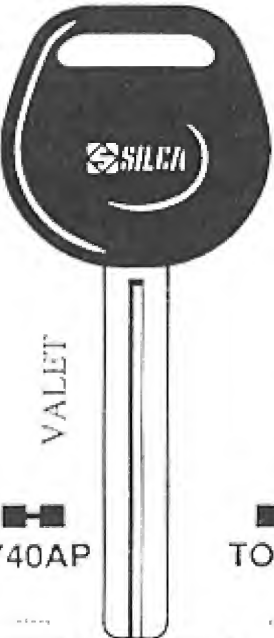
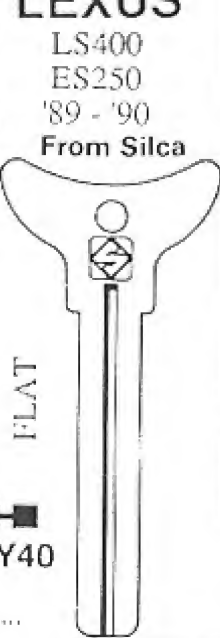
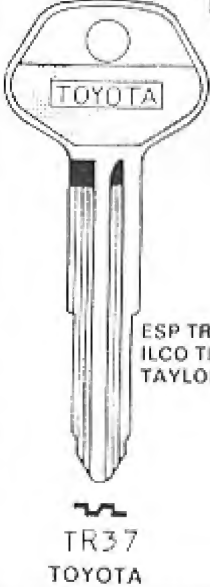
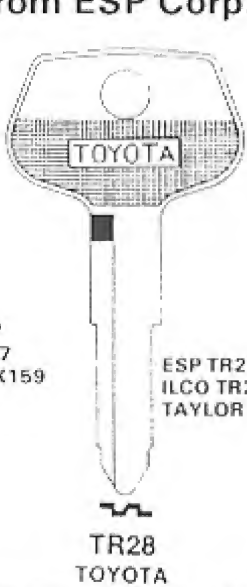
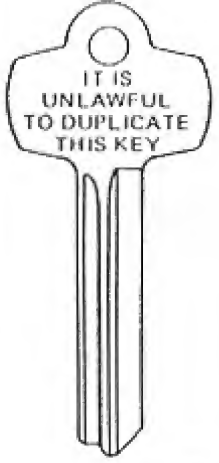













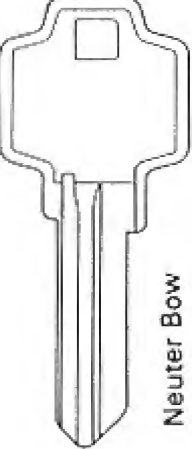
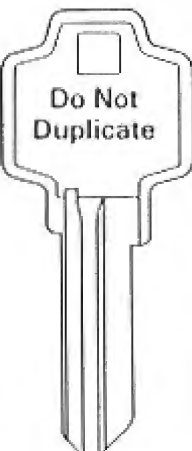
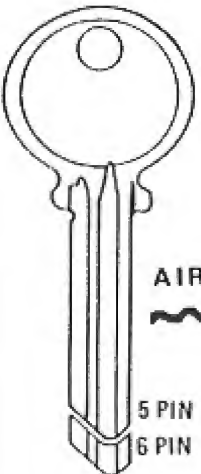
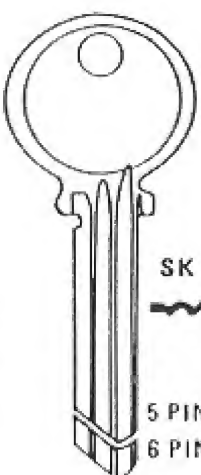
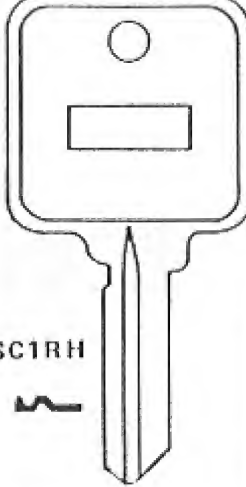
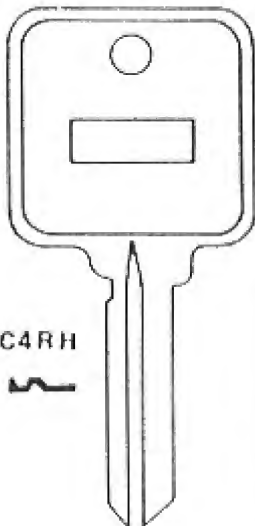
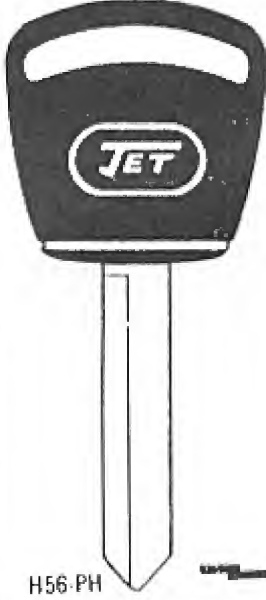

John Armstrong, AmLok's Phoenix Branch Manager for the past three and a half years, was recently promoted to Eastern Regional Sales Manager. Armstrong presently oversees the wholesaler's Phoenix, Dallas, Chicago, and New York warehouse.

Born and raised in Newport Richey, FL, Armstrong, 43, started in the lock industry in the late 60's as a locksmith in Orlando, FL. In 1972, he bought his own locksmith business in Vero Beach, FL. Four years later, he moved to Detroit and eventually was hired to spearhead H.S. & S. Supply's start-up wholesale lock business. In 1983, Armstrong moved to New York and served as M.D. Kramer's Sales and Marketing Manager. He joined American Lock & Supply in 1986.

Keyblank Corner

<p>AMIGO 1990 U.S. MADE D.... 4001-6000 GM24R</p>	<p>ISUZU From Silca</p> <p>PRIMARY ISU2P</p> <p>TILTMASER TRUCK W4 - W5 (N SERIES) A.... 8001-9400 ISU3P</p>	<p>HONDA</p> <p>HON50 T5... 2-3-4-5-6-7-8-9 MOTORCYCLE UP TO '79</p>
<p>INFINITI (+ SEE NISSAN) From Silca</p> <p>PRIMARY NSN9P</p> <p>VALET NSN10</p> <p>NSN10AP</p>	<p>HYUNDAI</p> <p>EXCEL 1990 X.... 1001-2000 From Silca</p> <p>HYN5R</p> <p>HYN5RP</p>	<p>MAGNUM LA FORZA (GIOBERT)</p> <p>GT2CP 0001-3030</p>

Keyblank Corner

<p>LEXUS LS400 ES250 '89 - '90 From Silca</p> <div>  <p>PRIMARY TOY 40P</p> </div> <div>  <p>VALET TOY40AP</p> </div> <div>  <p>FLAT TOY40</p> </div>			<p>Toyota From ESP Corp.</p> <div>  <p>ESP TR37 ILCO TR37 TAYLOR X159 TR37 TOYOTA</p> </div> <div>  <p>ESP TR28 ILCO TR28 TAYLOR X37 TR28 TOYOTA</p> </div>	
<p>From Jet...</p> <div>  <p>Best</p> </div> <div>  <p>A</p>  <p>B</p>  <p>C</p>  <p>D</p>  <p>E</p>  <p>F</p>  <p>G</p>  <p>H</p>  <p>Q</p>  <p>M</p>  <p>L</p>  <p>K</p>  <p>J</p> </div>	<p>Unibow Series</p> <div>  <p>Neuter Bow</p> </div> <div>  <p>Do Not Duplicate</p> <p>AR1, DE6, KW1, L1, M1, SC1, SC8, SE, WK2, WR3, Y1</p> </div>	<p>Medeco</p> <div>  <p>AIR 5 PIN 6 PIN</p> </div> <div>  <p>SKY 5 PIN 6 PIN</p> </div>	<p>Schlage</p> <div>  <p>SC1RH</p> </div> <div>  <p>SC4RH</p> </div>	<p>Ford</p> <div>  <p>H56-PH</p> </div> <div> <p>Master</p>  <p>M27</p> </div>

Shop Talk

Helpful Questions and Answers

Shop Talk answers readers questions on any locksmith related topic. Only letters judged to be of general interest will be published. We regret that we cannot answer individual letters. Because of the volume of mail, only those questions published in the magazine will receive answers. Send your locksmith questions to Shop Talk: The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

Q: I have a customer who lost her keys while on a trip. Her bags were locked, but they were able to open her bags at her destination. The bags were a Samsonite and a Royal Traveler. She desires keys for these bags. My question is this, "Is there a group of tryout keys available for the various popular makes of suitcases and briefcases?" If the keys are available, are blanks available or are they numbered so the individual keys can be ordered?"

She is quite anxious to get these keys, and I will be anxiously waiting your reply. Thank you for your help and thank you for your help in the past. The information you supplied me in the past was accurate, informative and very helpful. This service, as well as your excellent articles, make my subscription a valuable investment that I couldn't do without.

*Cy Rollins
Delaware*

A: Luggage keys and locks have always been a profitable part of the locksmith trade, and luggage key assortments have been available for a number of sources. Presently I can only find one source for an assortment of luggage and case keys. HPC has assembled an assortment of almost 100 luggage keys on a metal rack. All the keys are available open stock, so this means that they can be ordered individually, as replacement for the keys used. The majority of the keys in these assortments are manufactured by the original lock manufacturer. By assembling one of each of the keys on the board onto a long key chain, you will have a tryout set that is representative of your key stock. This makes finding a key a little

faster.

The correct key for the Samsonite case will probably be a 170S (ILCO). (See illustration 1.) This key can be ordered from most wholesale key suppliers.



Illustration 1

I was unable to find a key for the Royal Traveler case that you mention. Your best bet is to try those keys that you have, and modify the one that comes closest to what you believe the key should look like. Use a pen lighter or otoscope to look into the lock.

Determine the positions of the wards, and impression a key from what you see and feel. Most less expensive case locks use a simple sliding bolt arrangement to lock the release latch. The key is warded or shaped to prevent anyone with a fingernail file from picking the lock.

Some luggage locks found on older and more expensive cases will have a number on the lock, usually visible from the outside, to identify the code of the key that opens that particular lock. Excelsior locks, used on some Kennedy tool boxes and more expensive wood machinest tool chests, have a number on the face of the lock that identifies the keyway and code for the lever tumbler type lock. Long Lock manufacturers foot-locker locks that bear the code of the key on the face of the lock.

If another locksmith, more in touch with the luggage repair and key field of this trade, has a source of information (catalog or periodical) on current replacement luggage locks and keys. We would appreciate the information.

06

Q: I have a question regarding the article by Jack Roberts about Servicing Weiser 'E' Locks, in the November issue of The National Locksmith. Something he said has me confused. He said, "...you can pick and turn a Weiser plug all day long but it won't retract the latch unless the spring-loaded spindle is pushed into position. This requires the use of the 'shim pick' (Weiser part #1425) along with a turning wrench and pick."

It struck me as rather strange that, in the course of business, I have been picking Weiser locks for at least 22 years now, and I have yet to run across one where the latch does not retract upon turning the plug (and the outside knob, of course).

The only exceptions that I have found would be where the square slot in the inside knob is worn so badly that the locking spindle will no longer release the inside knob. In this case then, one would have to turn the plug, and use a shim pick or 'pusher-turner' tool to remove the outside cylinder as Jack has explained. Then pull out the locking spindle, as well as the latch spindle, insert a screwdriver or similar tool into the now open hole, catch the square slot in the latch, turn either right or left, and the latch retracts. If this was the case, however, chances are that the customer has the key and has been locked out due to the inside knob not releasing.

One other bit of confusion here. It also said at the end of the article that Weiser has discontinued the "E" series, yet in my very current locksmith supply catalog, I can find that the "E" series locks are still listed for sale. Can you clear up the confusion? Thank you.

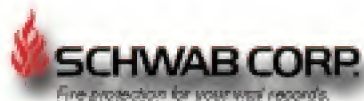
*Bob Davis
California*

A: Thanks for your letter and comments, Bob. The line in question should have read "You can pick and turn a Weiser A 520 or E 520 plug," etc. On these models the tip of the key pushes on the spring-loaded spindle to engage the retractor. A pusher tool, shim pick,



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piece of wire, or something must be used on these locks to retract the latch of a locked door when picking. If there is another way to do it, I'll be happy to learn the technique.

The "E" series has indeed been discontinued but I am sure that catalogs will show them until supplies have been exhausted.

Computer review

Continued from page 54
cation of a key number as easy as selecting a manufacturer from the displayed list and then entering the key number. Although existing program data cannot be edited or deleted, new numbers can be added quickly at the screen prompts with user designed cross referencing to known manufacturers and numbers which can be edited or deleted as required.

An alphabetical and/or numerical display of all numbers contained in PKCII would be a welcome addition to this easy to use fully menu driven program. Users of IBM and compatibles running double DOS will appreciate the double DOS capability of PKMII and other Treskat programs. ■

Circle 334 on Rapid Reply Side Punching

Continued from page 65
the 073½ are both similar and different. Both locks are mounted VD, but the handle mechanism and relocker differ significantly. The attack on both of these units is the same for side punching.

Using a reference book such as *The Guide to Safe Opening* by Dave McOmie, is recommended. Determine the distance from the face of the door to the bolt, then determine the centerline of the dial to the end of the (VD) bolt, and make the mark on the side of the safe.

You will drill through the outer sheet metal, the insulation, and then into the only bolt cavity on the hinge side of the safe. The end of the active bolt will then be encountered. I used a 5/16" hole and inserted a drift punch. The end of the bolt is easy to feel because it has some spring movement.

Once properly centered, beat the punch with a hammer. If you slide off the bolt, you will not feel it move, but hear a solid thunk. You do not want this. A few hits later, the handle will move and the door will open. That is the easy part.

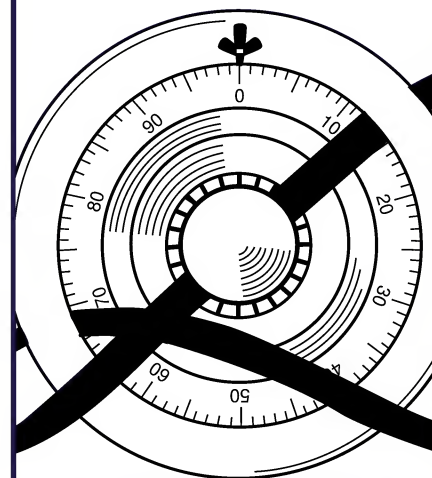
I have taken over two hours to open one of these units from the front, with careful drilling and scoping, not to mention the hardplate and the expenditure of drill bits. The total opening on a recent Victor (Remington Rand,



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072½) took seven minutes, including measuring, drilling and punching.

The incredibly long part was repair. In theory, when you punch the 073½ bolt, the bar will or should jump out of the way, and the unit will open with little repair. Not true with this 072½. When I punched the bolt in, it twisted a lot of the inner bolt handle cam mechanism, and the custom lock bolt. The time to repair is about two hours. This saved me time in opening the safe but the repair was very difficult.

The safeman must make the final decision as to what attack methods to use for opening a safe. It is similar to car opening. There is always more than one way to accomplish the desired opening, with reference books listing different assault methods and tactics to use.

You must decide, through experience, education, guidance and training what is the best method of attack. This method should include repair and restoration time to return the safe to its original condition. Open and prosper. ■

On The Lighter Side

Continued from page 69

was thinking, and then he said, 'Well, I'll tell you. You're a U.S. Marshall. You're good at what you do, and you'll probably continue in that job until you get too old to do it any more. I'm a safe-cracker. I'll be taking a little enforced vacation for a few years, but then I'll be back. I guess I'll be cracking safes as long as my health holds out. It's what I do, and I'm good at it.' I'll never forget the smile on his face."

A far-away look crept into his eyes. "You know, it was a real challenge, trying to catch some of the old safe-crackers. They were good. They knew their safes. They'd study for long periods of time before they tried to get into one. They had to, to get in and away without being caught." He leaned across the counter in confidentiality, "Believe it or not, you could pretty well tell who had pulled the job by the way they'd gone about opening the safe."

"Jim was like that. His work was like a signature. I have a real respect for their work." He looked away. "Maybe that sounds crazy, but they were artists. Professionals. They could open 'most anything, once they put their minds to it. In a way, I guess you could say they were this country's first, real locksmiths." He looked at me with a sheepish grin. "No offense."

None was taken. ■

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Marketing a Lockshop

Continued from page 74

equates to \$210 labor, usually cash, to take home at the end of the day. My deadbolt customers thought that they were getting a great deal because the deadbolt that I installed was the same one that they had seen at the local hardware store for \$30 each. They think they are getting a \$30 deadbolt installed on their door for \$15. What a deal.

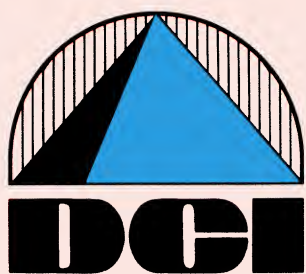
Never leave the customer unhappy. Work for those referrals and return calls. Charge a fair price. You will find that most customers will be pleased to pay you the equivalent of \$35 to \$45 per hour if they are getting the service they need. Because you are a mobile locksmith consider dropping your service call and install instead, a higher per service rate, plus a minimum. For instance, instead of a \$25 service call plus \$7.50 per cylinder to rekey, you may find you will get more business and referrals by charging no service call and \$10 per cylinder with a \$40 minimum purchase. If the customer has only two locks to do you can often sell additional services to get him over the \$40 minimum. "Well sir, is there anything else we can offer in the way of service? Perhaps a door viewer for your front door or a "Charlie Bar" for those sliders?" This method should be tempered with a little wisdom because it may be unwise to get a \$40 price to a simple job like an auto opening. Maybe that is the going price in your area, but I am sure that there are some rural locations where the price is closer to \$25. Just keep your ears open to your own marketing public, and don't let pressure from other locksmiths influence what you determine to be a fair value for your labor. Price fixing is counter-productive to the free enterprise system, because it encourages poor quality service and usually over-inflated prices.

I can already hear those large fixed location proprietors warming up their pens for those letters to the editor that this article is sure to spawn, but before you place pen to paper let me suggest this to you. If you notice an enterprising locksmith out there competing in your comfortable turf don't get angry. This new competitor is liable to stimulate the community interest in the trade. And besides, he is not competing in the arena that you have become so comfortable in: the hardware and in-shop bench type work. He leaves you with an area that you can specialize in too. Also you may want to consider sub-



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contracting some of your less desirable work to this individual, such as late night, Sunday or holiday work, in exchange of course for a finders fee. And in return he may refer an in-shop job or two to you. Why it's kind of like adding an employee without the hassle of employee withholdings, insurance, employee relations, workman's compensation, and the like.

These companies are already out there and my guess is that they are here to stay. In the business world of the ninties I predict that the businesses that specialize to fill a gap in their industry will succeed far in advance of their counterparts that choose to do it "that way" because that's the way the other guys do it. Rewrite the rules and go for it! ■

Finding The Combination

Continued from page 92

through the change key hole has 42, 41 and 43 added to it. We have to do this so that our found gates align up under the lock's fence. By adding these values to our combination, the safe should dial open if it's a Sargent & Greenleaf lock.

The change key hole when viewed from the rear should resemble an arrow. (See illustration 4.) If it points to the right it is a standard installation. If any other view is present the lock could be mounted up or down. Plenty of light is important to view the inside of the safe and a probe light that is used inside a car door can be a real plus to see the lock tumblers.

A viewer that is used to eyeball keys hanging in the ignition lock of a car could also be utilized to bring the change key hole more into perspective. A pad of paper on a clipboard also makes writing easier when performing this method. It should be mentioned to use the crowsfoot on top and not the changing index. The gates should be lined up; not the change key holes themselves because they are much too hard to see through.

Until this method was developed, many safes were needlessly drilled and much time was wasted with other methods. Here is a weakness presenting itself to the safeman and he is unable to dial the safe because of the way the tumblers are arranged.

Good luck safe crackers and remember if you see that change key hole it can be used for more than inserting a change key. A borescope anywhere near the change key hole can result in a successful opening. ■



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